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Front cover photograph

The Hy-Mac 580B crawler excavator fitted with wide swamp pads reclaiming land in a river estuary. The 580B fitted with these swamp pads has a ground bearing pressure of less than 2lb. per square inch and is able to operate and manoeuvre under conditions where it will be possible to walk. Made by Rhymney Engineering Ltd. for Peter Hamilton Equipment Ltd., the 580B excavator is one of the seven products to receive a 1967 CoID Design Award in the capital goods section. Approximately 45 per cent of the group's total production is exported.

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Saudi Arabia today—a booming economy and a market of great potentiality

by R. McGregor, First Secretary (Commercial), British Embassy, Jedda

To the average Englishman the Kingdom of Saudi Arabia suggests little more than oil and sand and, to the older generation, King Ibn Saud and Lawrence of Arabia. Oil and sand there are in abundance; it was Ibn Saud who unified the country; and Lawrence of Arabia helped to free the Arabs from Turkish domination. But the Saudi Arabia of today is very different from the 'Desert Kingdom' of yesterday. The revenue from oil has been used to build a modern state on firm foundations and the essential conditions for continued development – natural resources, sound financial and economic management and political stability – are all present. The achievements of the past decade are very largely the result of the wise leadership of His Majesty King Faisal, and it is appropriate to recall this on the occasion of His Majesty's visit to Britain.

Oil

The principal natural resources of Saudi Arabia is oil. Annual oil production has risen from less than 8 million tons in 1964 to 119 million tons in 1966, thus putting Saudi Arabia at the head of the Middle East oil producing league and the Government's oil revenue has increased from £3.6 million to over £312 million during the same period. Over 90 per cent of the oil is produced by the Arabian American Oil Company (ARAMCO) and the rest by Getty Oil (United Sattes) and Arabian Oil Company (Japan) whose concessions are in the Saudi/Kuwaiti neutral zone.

Financial strength

The rapid growth in oil income has provided the means for the development of the economy. In the 1950s overspending resulted in a financial crisis and a stabilization programme was carried out tc a successful conclusion in 1960. The last eight budgets have been balanced; Government revenue has risen from SR.1,786 million (£143 million) to an estimated SR.5,025 million (£402 million) for 1967; 34 per cent of total Government spending has been allocated to the Projects budget and 18 per cent to the principal development departments; the gold and foreign exchange reserves have risen from SR.1,039 million (£83 million) in September 1961 to SR.3,287 million (£263 million) in September 1966; the balance of payments has been in surplus in each year during that period; money supply has kept pace with the growth in the GNP, both increasing at an estimated annual rate of 10 per cent, while domestic prices have remained fairly constant.

VISIT OF KING FAISAL

King Faisal of Saudi Arabia is paying a State Visit to Britain this week. He arrived on May 9, and the official visit ends on May 17. Later King Faisal will pay a private visit to Scotland.

Economic development

Thanks to the existence of political stability and a sound financial base, the Government have been able to plan and execute a comprehensive programme of economic development. Government capital investment, aided by private investment, has gone some way to create the required infra-structure for the diversification of the economy with the ultimate aim of reducing dependence on oil. Thus, much capital is being invested in improving the country's communications (road, telecommunications and even a satellite station, as well as air services), in surveying and developing water resources, improving and widely extending agriculture and settling the bedouin, searching for minerals, establishing industries linked to the oil and mineral resources of the country (through the

(*Continued on page* 1185)

A general view of a part of modern Jedda. In the centre background is the Ministry of Foreign Affairs.

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medium of Petromin, the Government supported industrial investment organization) and expanding the social services. To this end extensive aerial and ground surveys devoted to mapping, geodetic surveys and geological research are being carried out. A considerable building programme for schools, hospitals, clinics and office and domestic housing over a large part of the country is in hand. It is also Government policy to encourage the domestic production of foodstuffs and the beginnings of small local industries, some of which will be grouped in industrial estates. All this expenditure provides numerous opportunities for foreign consultants, contractors and suppliers of materials and equipment, since Saudi Arabia has no foreign exchange problem, welcomes foreign expert assistance, capital investment and joint ventures and provides special tax and tariff concessions to help new ventures to succeed.

Foreign trade

Although progress is beginning to be made in the diversification of her economy, Saudi Arabia still has to import the greater part of her needs and her only significant export is oil. The value of her exports and import during the past five years has almost doubled (in 1956/66 exports amounted to £548 million and imports to £167 million). As a consequence of the efforts to construct a modern state with a diversified economy, there is a gradually changing pattern of imports. The value of imports of capital and durable consumer goods rose by 187 per cent between 1962/63 and 1965/66, whereas that of consumer goods rose by only 44 per cent. This trend is likely to intensify.

The main countries exporting to Saudi Arabia are the United States, United Kingdom, Japan, and the EEC countries. The United States easily holds the first place. In 1964 the United Kingdom was in second place; she dropped to fourth place in 1965, but recovered (on the basis of comparative figures for the first nine months) to second place last year. Japan and Germany are our major competitors (apart, of course, from the United States), Italy continues to do well and France is moving up.

United Kingdom exports to Saudi Arabia

1963	1964	1965	1966
	(£ million)		
£9·6	£13·7	£12·6	£20·4

Breakdown by main categories

	1965	1966
	(£ sterling)	
Food and live animals	581,463	549,756
(Live animals)	(1,398)	(7,197)
Beverages and tobacco	106,783	111,113
Crude materials, inedible, except fuel	33,732	27,408
Mineral fuels lubricant	213,815	354,941
Animal and vegetable oils and fats	51,246	43,037
Chemicals	1,531,461	1,904,773
(Medicinal and pharmaceutical products)	(633,697)	(758,596)
Manufactured goods	2,461,858	3,103,667
Machinery and transport	6,002,943	10,785,763
(Machinery other than electric)	(2,709,870)	(5,241,538)
(Electrical machinery)	(1,718,624)	(2,655,663)
(Transport equipment)	(1,574,449)	(2,888,562)
Miscellaneous manufactures	1,242,170	1,264,373
Other commodities	337,654	2,214,892
	12,563,125	20,359,723

United Kingdom imports from Saudi Arabia

1963	1964	1965	1966
	(£ million)		
£13.3	£12·2 (almost entirely petroleum)	£28·1	£39·7

The 1966 figure for United Kingdom exports represents an increase of 65 per cent over 1965 and of 50 per cent over 1964, and a share of the Saudi Arabian market of over 10 per cent. It is particularly encouraging that the biggest rises in British exports have taken place in the capital and consumer durable sections, where the growth rate in the Saudi economy is the fastest. Nevertheless with imports from Saudi Arabia amounting to £28.1 million in 1965 and £39.7 million in 1966, our adverse trade gap has risen from £15.4 million to £19.3 million.

(*Continued on page* 1187)

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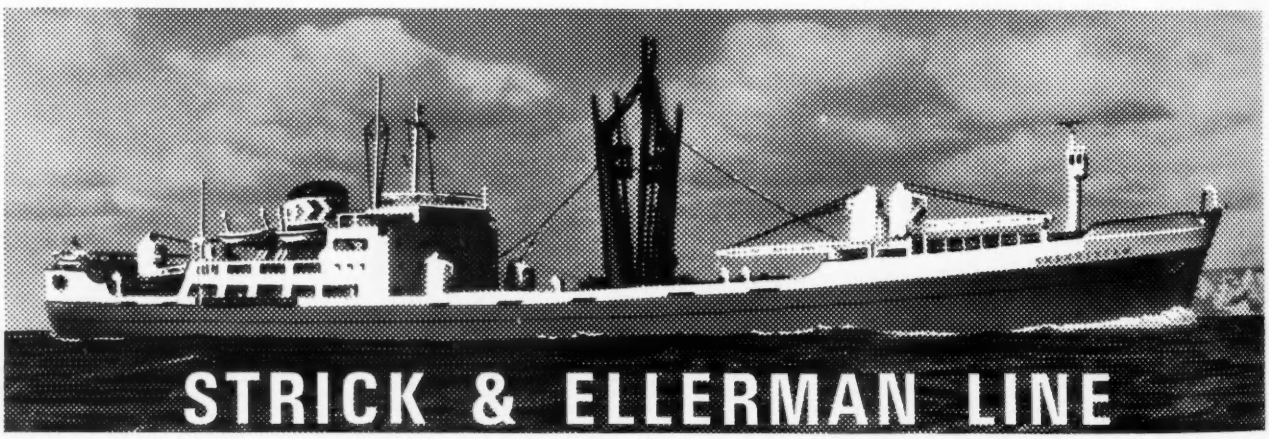

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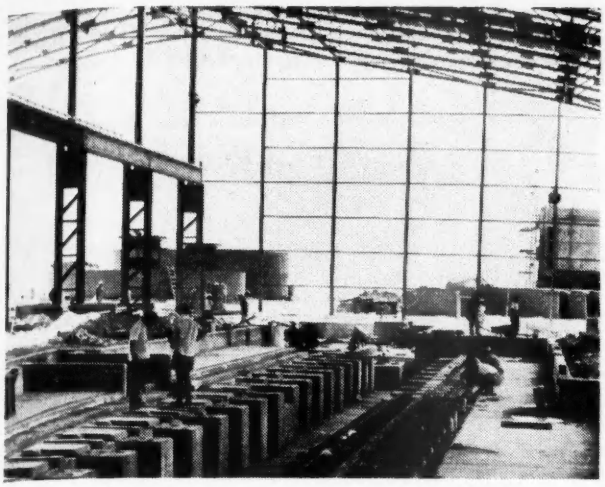
SAUDI ARABIA, *continued*



This steel rolling mill is under construction at Jedda for the General Petroleum and Mineral Organization of Saudi Arabia. In full production the new rolling mill will have an output of 45,000 *tons of steel reinforcing rod and bar. The picture shows the interior of the main mill building under construction several months ago. Rolling mill plant was supplied by Loewy-Robertson Engineering Limited. Main contractors are Richard Costain (Arabia) Limited in a joint venture with Mohamed Bin Ladin Organization. Consulting engineers are Industrial and Process Engineering Consultants (Great Britain).*

Opportunities for British exporters

The opportunities which Saudi Arabia offers for British consultants, contractors and exporters are considerable and growing. At the same time, competition is fierce and there are indications that in terms of price and delivery the United Kingdom compares unfavourably with certain other countries. The Saudi Arabian Government and merchants are very price-conscious and, in the absence of foreign exchange restrictions, are able to shop anywhere in the world. Although there is a fund of goodwill towards Britain, business is business and it is up to the British exporter to match and improve on the performance of his foreign competitors.

The Arabs have a saying, 'A slave is beaten with a stick, but for a free man a hint is enough'. The best hint which can be given to the British businessman is to visit Saudi Arabia and study the market personally. It cannot be stressed too strongly that a brief visit is almost valueless. A successful exporter needs to spend time in assessing the market and in selecting the right agent and, in most cases, it is essential to visit the capital, Riyadh, and the Eastern Province (where the oilfields are and the commercial towns and ports of Dammam and Al Khobar) as well as the main commercial centre of Jedda. It is advisable to treat the three main areas as separate markets and to appoint agents in all three, or at least to choose an agent adequately represented in each centre.

BRIEF FACTS ABOUT SAUDI ARABIA

Government: An Islamic State. Ruler is His Majesty King Faisal Ibn Abdul Aziz. Capital is Riyadh, where most Government departments are situated.

Area: 830,000 square miles.

Climate: Hot most of the year, dry inland and humid on the coast. Best period for visits is from October to May.

Population: No complete census taken. Between 4 and 6 million according to various estimates.

Major towns and populations:

Riyadh (capital)	200,000
Jedda (principal commercial centre)	150,000
Mecca (religious centre)	160,000
Medina (religious centre)	75,000
Dammam (main city in Eastern Province)	35,000

International airports: Jedda, Riyadh and Dhahran.

Major seaports: Jedda and Dammam.

Currency and banking: Currency is the Saudi Riyal. Rate of exchange is SR.12.53=£1 sterling. No foreign exchange restrictions. The Central bank is the Saudi Arabian Monetary Agency. There are three Saudi Arabian banks, two Arab banks and five foreign banks, including the British Bank of the Middle East (with branches in Jedda and Al Khobar).

Diplomatic missions: With the exception of the United States Consulate-General at Dhahran, all diplomatic missions are resident in Jedda with no form of representations elsewhere.

Saudi Arabian representation in the United Kingdom: The address of the Saudi Arabian Embassy is 27 Eaton Place, London, S.W.1.

Entry requirements: Entry visas are required for United Kingdom citizens. They should also possess valid smallpox vaccination and cholera immunization certificates. TAB is also advisable.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

'Shop windows for exports' is theme of new official colour film

If we want people abroad to buy British then we must make sure that the products from our factories are readily displayed in their shop windows.

This is the theme of a new 20-minute, 16 mm. colour film which has just been completed for the Board of Trade by the Central Office of Information. Shot mainly on European locations, it describes the merits and differences of Overseas Trade Fairs, British Weeks, and Store Promotions, the three main 'Shop Windows' for exports, and, by practical examples, shows how a manufacturer can select the 'Shop Window' best suited for his product.

A still from the new COI film. The commentary says: 'a view of the British pavilion at the 84th Vienna International Trade Fair (September 11-18, 1966). Mr. George Darling, Minister of State, Board of Trade, toured the pavilion which was one of the largest national exhibits. The British stands were crowded with visitors who saw a wide variety of products.'

Overseas Trade Fairs

The biggest shop windows of all are Overseas Trade Fairs. These are acknowledged as the traditional international market places of commerce. It is at these events that exhibitors can confidently expect to meet the specialist trade buyer, find agents, see competitors and study design. Participation in these specialized and general trade fairs has rapidly become accepted as one of the most successful ways of introducing British goods in world markets and is the primary reason why the Board of Trade has long supported British firms participating at these venues.

In recent years the scale of this assistance has grown remarkably and, today, by far the largest part is taken up by the Board's Joint Venture scheme. In this the Board of Trade collaborates with a Trade Association Export Group or other appropriate non-profit making body to organize displays by groups of firms at specialized Overseas Trade Fairs or in a specialized section of a general Overseas Fair.

The Joint Venture scheme was originally devised to help smaller firms obtain a foothold in particular export markets by exhibiting in a collective presentation at an international trade fair. While this still applies, it is now the case that an increasing number of medium and large companies participate in these Joint Ventures. As such, the companies all receive equal official support in the provision of free space and shell stand, and financial assistance with advertising, travel, translation and return freight costs, as well as gaining from the greater impact of participating in a sizeable British display.

Both the number and variety of firms and Trade Associations taking part in Joint Ventures increases annually, and the following figures illustrate the expansion which has occurred in the past few years. The Board of Trade's expenditure at Overseas Trade Fairs in the financial year 1961/2 was under £500,000, whereas in the financial year which closed on March 31, 1967, it was £2 million. In 1966 the number of overseas events supported by the Board of Trade was 155 compared with 85 in 1965, and this year at least 200 overseas promotions will receive official support. Turning to Joint Ventures, there were 79 in 1965 compared with 148 in 1966, of which 110 were in Western Europe, 10 in Eastern Europe, and 20 in North America. These included Trade Association-sponsored special displays (where no suitable international specialized trade fair existed), at Beirut involving 36 companies. Tientsin with 53 companies and Bucharest with 58 companies. In the same year the Board of Trade also organized British Pavilions at various international trade fairs such as Poznan, Johannesburg, Bogota, and supported all-British fairs at Oslo, Moscow and Mexico. In Joint Ventures alone, assistance was given to over 2,500 British firms.

In the first three months of 1967 the Board of Trade has organized British Pavilions for the first time at Tripoli, involving 60 companies, and Accra with 40 companies, and during this year British Pavilions will also be organized at Budapest, Poznan, Naxxar (Malta), Wellington, Moscow (2), Plovdiv and Lima. So far, 232 Joint Ventures are scheduled for this year, ranging from an exhibition of British consumer goods in Athens last February to specialized heavy industrial displays at the International Sea Transport Exhibition in Gothenburg. The all-British fairs at Toronto and Vancouver which opened this month have also been supported by the Board of Trade.

All-British trade fairs, which are special events designed to concentrate British industry's efforts in a selected market, have been

held in such overseas centres as Lisbon, Sydney, Moscow, Tokyo and Mexico, and at all of these events the Board of Trade made a substantial financial contribution, reducing the cost of participation to individual exhibitors.

Firms particularly interested in exploring or establishing themselves in the United States market can also take advantage of the exhibition facilities offered under the Joint Venture scheme for group displays at the British Trade Centre in New York which is now under the management of the Board of Trade.

British Weeks

The new film underlines two factors about major British Weeks which are not readily appreciated by those who have not had personal experience of these events. The first is that a Week is not a kind of super trade fair; there are no stands, no exhibitors, and the goods are not merely put on display but are sold direct to the customers through normal retail channels. The second is the sheer size of the operation. British Weeks have been aptly described as 'trade invasions', in which every kind of British product that can be sold over the counter (and this includes such items as carpets and furniture, motor cars and washing machines) is offered to the public simultaneously from hundreds – even thousands – of shops in the host city.

Displays of all kinds, however, play their part within the complex of a major Week. The hard selling operation in the shops is backed by supporting events of every kind, from displays of technological development, of modern design, of furniture and fashions, paintings and publications, to symphony concerts, 'pop' entertainments, window dressing competitions and sporting events. The cumulative effect of this many-sided projection of Britain cannot be exaggerated.

The impact of a major British Week is such that many towns and cities overseas have decided to hold one on their own account. In 1966, 'self-generated' Weeks were staged in Bremerhaven, Rennes, Bremen, Osnabruck and Florence – the last as a direct result of visits by Florentine retailers to the British Week in Milan. This year eight European cities are organizing their own 'British Shopping Weeks' (two of which, at Metz and Caen, sprang from a major Week held at Lyons) and a further four are under consideration.

British Weeks are receiving steadily increasing support from industry – a sure sign that these 'trade invasions' are good business. This is evidenced by the fact that in 1964 some 400 manufacturers made a concerted effort to get their goods into shops in Düsseldorf and 600 participated at Weeks in Copenhagen and other Danish cities. The following year saw 800 at Amsterdam and nearly 1,000 at Milan. Last autumn, the British Week at Lyons (centre of a market previously almost unknown to British exporters) attracted more than 700 firms, and there were over 750 at Hong Kong in spite of the great distance involved. The two mammoth British Weeks that will be held this autumn at Brussels (September 29 to October 7) and Toronto (October 12 to 21) have already interested well over 1,500 manufacturers.

Ninety per cent of the 2,000 shops – some of them with as many as 40 branches – which have been canvassed by the staff of the British Week Office in Brussels have promised their support for the Week. In the case of the Toronto Week, where the 'target area' contains 86 department stores and 290 supermarkets as well as a large number of shopping plazas, already 1,500 retailers have said that they will stock British goods, and this figure is still growing. Stores in other cities where past Weeks have been held have reported unprecedented sales, successful new lines, repeat orders and, in the words of one of them, 'a lasting awareness of the quality and variety of British goods'.

Store Promotions

Store Promotions, the third type of 'Shop Window' featured in the film, were the first direct-to-customer sales promotions of British goods. As such, they provided the germ from which the major Weeks have developed. At the same time, the rapid growth of Store Promotions in recent years, particularly in Europe and in Hong Kong, owes much to the influence of the Weeks themselves on overseas store owners and buyers.

Store Promotions are, of course, the result of a decision by overseas store managements that it is to their advantage to sell more British goods – the increase in their number is impressive. In 1960, five stores chose to feature British goods. By 1966 the number had risen to 188 and the figure for 1967 is expected to be considerably higher. The majority of these Promotions have been in North America, where such internationally known stores as Carson, Pirie and Scott, Neiman Marcus, Maison Blanche, and chains of stores such as Macy and Gimbel have proven the financial advantage to be gained by selling British goods and repeating the Promotion in successive years. One particular example is that mounted by the T. Eaton Company, which, in 1965, simultaneously promoted displays of British goods in 30 of its branches in cities across Canada.

In October of this year what is considered as a breakthrough for British exports in Japan will occur when two of Tokyo's largest department stores, Mitsukoshi and Seibu, will put on the first-ever full-scale all-British Store Promotions. Two other important British Store Promotions will also be staged this year in Hong Kong.

How to see the film

It is hoped that the film will be screened by industrial organizations, trade associations, chambers of commerce and export clubs, and prints of the film are available on hire, together with a free explanatory leaflet for audiences, from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

For further details of the Board of Trade's Joint Venture scheme contact the Overseas Trade Fairs Directorate, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2780), and for British Weeks and Store Promotions contact British Weeks Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2895).

'BRITAIN MUST MARKET'

Mr. D. A. C. Dewdney addressing an audience of more than 500 delegates at the 'Britain Must Market' conference held at the Queen Elizabeth Hall, Royal Festival Hall. The conference was organized by the Incorporated Society of British Advertisers, and the delegates included senior business executives, members of both Houses of Parliament and senior civil servants. Mr. Dewdney is managing director of Esso Petroleum Ltd., former deputy chairman of the Prices and Incomes Board, and is currently chairman of the National Economic Development Committee in the Mechanical Engineering Industry.

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Computer industry's place in European technological grouping

—The Prime Minister

THE COMPUTER industry provides one of the technologies where we as a nation have much to contribute to a wider European grouping,' Mr. Harold Wilson, the Prime Minister, said in a speech on May 5 to mark the opening of the National Computer Centre, Manchester.

The Prime Minister said he had mentioned in his statement to Parliament 'the enormous possibilities which an integrated strategy for technology on a truly Continental scale, can create.' This concept had had a great impact in Europe, as he and the Foreign Secretary discovered during the course of their discussions with the heads of Government in the EEC countries. He had made it clear on a number of occasions that one of the main arguments for Britain seeking to join a wider European Economic Community was the development of this 'technological community'.

In his speech to the Council of Europe in Strasbourg in January he had said: 'We have to see that the European industry of tomorrow does not become dependent on an outside technology with all that can mean in terms of industrial power and independence. In the past two years the British Government – as a matter of policy – have saved the computer industry and safeguarded its independence. For computer technology holds the key to the future. This approach – and not only for computers – must now be applied on a European scale.'

'I said this in January,' the Prime Minister continued, 'and the decision to apply for membership of the EEC opens up the prospect – if the negotiations which will now have to take place are successfully concluded – the prospect of a single market of approaching 300 million people. This would provide a basis by which the enormous research and development costs involved in staying in the vanguard of an advanced technology like computing could be carried in a market larger than either the United States or Soviet Russia. The prospects of sales in this single market would offer individual manufacturers the expectation – which it is sometimes hard for them to see at present – of recovering the large investment involved in taking the next step forward in technological advance. But, of course, a large market is not enough on its own. The industry must be in a position of strength from which it is able to face with confidence the prospects of competition. The Ministry of Technology has been working – and will continue to work – to strengthen the competitive position of British computer companies in world markets. And provided we have a strong industry we can look forward with confidence to increased competition and the new opportunities that will accompany this.

'In the field of computer technology we have much to offer Europe,' Mr. Wilson said. 'Many of the major advances have originated in British minds. And there are, of course, clear advantages in pooling our ideas and our resources with those of our fellow-Europeans. For these reasons computers can be a most important element in the contribution which we can make to the technological advance of Europe as a whole. For as each new sophisticated instrument of production is succeeded by others which render the earlier product uncouth, we have – all of us in Europe – to be producing for a market large enough to enable inventors, designers and entrepreneurs to think big and take risks commensurate with the opportunities that only a vast market provides. For the instruments of technological advance are now so costly and complicated that, if we do not create a community-wide market for them, Europe will rapidly be relegated to a second-rate status, producing the conventional instruments of the 1960's while becoming increasingly dependent on the United States – perhaps in the course of time on the Soviet Union – for the advanced industrial weapons of the 1970's and 80's.

'This would mean that within a generation we had surrendered the industrial leadership which we still held not many years ago. So many of the conventional products of industry today were pioneered by British scientists and technologists in the 1920's and 1930's. If we think of the vast industries built on British radar, British jets, British discoveries in antibiotics, British man-made fibres, to say nothing of those based on the work of British scientists when they first split the atom, yet in so many cases we are now paying royalties because we passed on the secrets in the war, or because in some cases we lacked the technical know-how, or in others because we have lacked the industrial resources to develop them to the full.

'In these past five years we have faced a technological invasion of Europe – part of a two-way transatlantic traffic of brains going to America, and of products coming back because we are not sufficiently integrated to produce on the scale of the Americans. With their vast market, to say nothing of the massive investment in technology stemming from their defence programme, they can write off the R and D cost at home and export to us on a prime cost basis. We have seen national computer industries in Europe go under in face of this competition. This might well have happened to the computer industry of Britain had the Government not stepped in.

'Nor is there any future in the argument that technological co-operation on the scale we require can be achieved on a bilateral basis across a divided market. This is possible in joint aircraft projects because the participating Governments can guarantee the demand through controlling the purchasing programmes of their prospective Air Forces. But in the commercial field integrated technological development requires an integrated market. I do not say there cannot be a restricted and useful field of technological co-operation, with professors crossing the Channel both ways to read learned papers to one another. But if that is all we can achieve in Europe, then we shall be condemned, as I said at Strasbourg, to the status of industrial helotry with all that means in terms of world influence. And history may well say that we deserved it.'

Debate on Common Market

THE THREE-DAY DEBATE on the Government's decision to apply for membership of the Common Market was held in Parliament on May 8-10.

The Prime Minister's statement to Parliament on May 2 has been published as a White Paper, 'Membership of the European Communities' (HMSO Cmnd. 3269, price 1s., by post 1s. 4d.). (*The text of the statement was given in May 5 issue of the* Board of Trade Journal, *page* 1118.) A White Paper, 'The Common Agricultural Policy of the European Economic Community' has also been published by HMSO (Cmnd. 3274, price 2s., by post 2s. 4d.).

'Britain and the EEC. The Economic Background'

Britain and the EEC. The Economic Background, published on May 8 by HMSO, price 3s., is a 48-page booklet prepared by the Department of Economic Affairs and the Central Office of Information.

The booklet, which is illustrated by some 20 charts and diagrams, is designed to provide a summary of essential facts concerning the European Economic Community and its policies, with, where necessary, reference to present United Kingdom arrangements and policies.

It is not intended to set out the implications for Britain of membership of the EEC or to discuss the possible advantages and disadvantages. The information provided in the booklet is intended to help to clarify for many people the history of European co-operation since the second world war, what the EEC is and how it works, the economy of Western Europe and Britain's overseas trade.

Lord Brown speaks on industrial design

'DESIGN is an integral part of industry', said Lord Brown, Minister of State, Board of Trade, at the opening on May 9 of the exhibition of winning designs for the Industrial Art Bursaries Competition of the Royal Society of Arts 1966. 'The Royal Society of Arts', continued Lord Brown, 'has done a great service to our country in many ways but particularly because it can look back over 200 years of history during which time it has been offering prizes to encourage excellence in design to young people.'

We had as a nation become much more conscious of the importance of sound and beautiful design than we were 30 years ago, but there was still scope for much more development in this direction. The product design function was sometimes buried deep within a firm, sometimes presided over by an individual without adequate experience and training and in many cases by a less senior person than those responsible for manufacture and sale. This was the situation that needed correction.

'I am concerned with all the factors which support exports', said Lord Brown. 'We all know about the importance of efficient and reliable manufacture. Great attention is now being turned by an increasing number of companies to the marketing of their products but still in many cases the importance of design continues to be underrated. There is insufficient realization that however well goods are made, however competitive their price, however well marketed, long-term success is jeopardized unless good design with all its attributes of beauty, of appropriateness to the function of reliability and of appeal is present.'

Lord Brown then went on to point out the danger of design being isolated as a separate philosophy, something outside the operational theme of industry's activities. 'All my own experience in industry and all that I see today in the field of exports', he said, 'suggests the need for those who design products to regard themselves as essential a part of industrial operations as those who manufacture and market those products. When I hear designers talk as though their work was the essentially creative aspect of industry and the work of others by inference non-creative then I shudder. It takes a team of three to design, make and market a product and all are creative. If we can get the components of this teamwork into balance we shall solve our export problems.'

Lord Brown to visit exporters in Scotland

LORD BROWN, Minister of State at the Board of Trade responsible for the promotion of exports, was expected to visit Scotland on May 11 and 12. The aim of the visit has been not only to congratulate firms on their export performance, but to make personal contact with as many of those closely engaged in the export effort as possible.

On May 11, the Minister was expected to visit the United Wire Works Ltd., Granton, Edinburgh, and after attending a luncheon given by the Scottish Export Committee at the Caledonian Hotel to visit Brown Brothers and Co. Ltd., Rosebank, Edinburgh, manufacturers of specialized ships gear. In the evening Lord Brown met the Scottish exporters at a reception given by the Board of Trade Principal Controller for Scotland at the Douglas Hotel, Galashiels, and also at a supper given by the South of Scotland Chamber of Commerce at Dryburgh Abbey Hotel, St. Boswells.

On May 12, the Minister will visit Pringle of Scotland Ltd. at Hawick, knitwear manufacturers.

Polish vice-minister of Foreign Trade visits United Kingdom

MR. Z. FURTAK, Polish Vice-Minister of Foreign Trade with special responsibility for machinery and capital equipment, arrived in London on May 7 for a 10-day visit, as the guest of Her Majesty's Government. He is being accompanied by representatives of the Ministry of Foreign Trade, the Ministries of Light and Heavy Industry, the Ministry of the Chemical Industry, the State Planning Commission, and 'Prozamet' (the electrical and metallurgical industry design office).

Mr. Furtak and the members of his delegation are visiting a number of British firms and having discussions with their representatives. Their purpose is to see how the products of British industry could assist Poland to achieve the objectives of its current Five Year Plan, and to investigate the possibilities for further co-operation between British and Polish manufacturers.

The best wreck service of the year

MR. DOUGLAS JAY, President of the Board of Trade, has awarded the Shield for the Best Wreck Service of the Year 1966/67 to the Belhelvie and Collieston Coastguard Rescue Companies for their rescue of six men by breeches buoy from the stranded fishing boat 'Semnos II' on the East Coast of Scotland on December 16, 1966.

Describing the circumstances leading to the award, Commander P. J. H. Bartlett, chief inspector, HM Coastguard, said:

> 'The two companies worked well together in bitterly cold conditions, and once communication was established, the crew were brought off in record time from the vessel. I can give nothing but praise for the hardy and indomitable way in which these East Coast men tackled this particular service.'

It was in the early hours of a freezing December night when the watchmen at both Collieston and Belhelvie coastguard lookouts sighted red flares from the fishing boat 'Semnos II' which was ashore on Forvie Sands south of the mouth of the River Ythan. After a 10-mile journey across partly flooded roads the rescuers made a hazardous journey in sleeting rain across sand dunes to the foreshore. From the shore a further mile and a half had to be travelled through foaming surf and over soft sandbanks before gaining the position of the wreck. The tractor and trailer sank to the hubs into the sand, and it was necessary to manhandle the rescue gear over the last few hundred yards to the scene of the wreck.

The fishing vessel was lying approximately 130 yards offshore with her bows fast in a sandbank. Heavy seas were breaking over her stern and she was working badly in the surf. The Aberdeen lifeboat was unable to get alongside due to the swell and sandbanks in the vicinity, and a speedy rescue by breeches buoy was essential, as there was the possibility that the fishing boat might broach to and heel over with her deck to seaward and thus be swept by the waves with great danger to the crew. A line was fired across the vessel and the gear was rigged for a breeches buoy rescue. The freezing conditions made the simplest of tasks difficult – connecting shackles and traces and the rigging of the buoy needed a Herculean effort of will to coax numb and raw fingers into doing the tasks allotted to them.

The six men were rescued in turn from the fishing boat by breeches buoy. The beaching of the breeches buoy on the shoal sands was the most dangerous part of the proceedings. It was extremely difficult to keep the buoy under control in the broken water and to stop the occupant from being tumbled end-over-end in the surf.

The Collieston Coastguard Rescue Company were outright winners of the Shield in 1931 and in 1956/57, and the Belhelvie Coastguard Rescue Company were joint winners with Aberdeen in 1947/48.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Delegates to the Ports and Terminals Conference, which was held at Brighton from April 24-28, are seen here at Thoresen's quay during a visit to Southampton Docks – the final event on the conference agenda.

Anchors and Chain Cables Bill

THE Anchors and Chain Cables Bill has just been published. This Bill is to make new provision in Substitution for the Anchors and Chain Cables Act, 1899. Under the latter Act it is illegal to buy or sell for use on any British ship any anchor or chain cable of over 168 lb. in weight unless it has been tested at a testing establishment licensed by the Board of Trade. There are at present four testing establishments, one each at Netherton (Dudley, Staffs), Newcastle-upon-Tyne, Cardiff and Burnbank (Lanarkshire).

Nowadays, in the opinion of the Board of Trade, there is no need for anchors and chain cables necessarily to be tested at an independent testing establishment: under proper supervision they can equally well be tested on suitable equipment at the manufacturers' premises. There is no reason why those manufacturers who have suitable equipment should not be allowed to use it for their products for the home market just as at present they use it for their exports. Moreover, the technical provisions of the 1899 Act governing the testing of chain cable are out of date.

The Anchors and Chain Cables Bill seeks to meet both these points. Under it the Board of Trade will be empowered to make rules governing the testing of anchors and cables for use on United Kingdom ships. There is nothing in the Bill which prevents the existing testing establishments from continuing to test anchors and cables, but under the Bill anchors and cables may be tested on suitable equipment at a manufacturer's premises provided that, also, there is compliance with the rules.

The Bill is expressed to come into force on a day to be appointed by Order in Council. This will give time for the Board of Trade to prepare the proposed new rules and consult all concerned as to their contents.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472

IMCO acts on pollution hazards

THE COUNCIL of the Inter-Governmental Maritime Consultative Organization (IMCO) ended its two-day special session on May 5. This session was called at the request of the United Kingdom Government and a number of other governments to study problems of marine pollution by oil brought to light by the loss of the 'Torrey Canyon'.

The United Kingdom Government put forward a series of proposals for measures to prevent such accidents recurring in the future and to limit the extent of damage. These proposals, together with proposals by other governments, served as a basis for the Council's discussions, and the following courses of action were decided on. In all cases the studies were to be carried out bearing in mind the 'Torrey Canyon' disaster and with a view to avoiding the hazards presented by the carriage of oil and other noxious or dangerous cargoes.

Sea lanes

To study as a matter of urgency and to report on the following:

The contribution which can be made towards maritime safety generally and the prevention of various hazards involved in the carriage of oil or other noxious or hazardous cargoes by the establishment for all necessary classes of ships of sea lanes whether to be introduced by national governments, recommended by IMCO, or, at a later stage, made mandatory by international agreement, including, in the last case, its enforcement. Consideration should also be given to the value of prohibiting completely the passage of large ships carrying such cargoes in certain areas or on certain routes, and further, to the contribution which might be made to the problem by guidance of ships from shore-based stations. Possible amendments required to the International Regulations for preventing collisions at sea may be taken into account. Consideration should also be given to the legal and financial aspects of all these problems.

Requirements for additional navigational aids

To examine urgently and report on whether ships carrying oil or other noxious or hazardous cargoes should be required to have specified navigational aids in addition to those required by the International Convention for the Safety of Life at Sea, 1960, and should be required to use them within a specified distance of land and in high traffic density areas.

Shore guidance

To examine urgently and report on whether movement of ships

(*Continued on next page*)

IMCO ACTS ON POLLUTION HAZARDS, *continued*

within a specified distance of land should be guided by shore radio installations.

To examine also and report on whether and how such vessels should be required to announce their expected time of arrival in such an area where they will be so guided or at their port of destination.

Speed restrictions

To consider urgently and report on whether ships, and more particularly large ships, when within a specified distance from land and in areas of high traffic density, should be subject to any restriction of speed, having regard to the manœuvring capabilities of the ship.

Efficiency of navigational equipment

To examine urgently and report on the desirability of periodic testing of shipborne navigational equipment so as to ensure its proper and efficient functioning.

Training

To consider as a priority matter, and report on the appropriateness of international formulation of standards for training and qualification of officers and crew on large ships and on ships carrying oil or other hazardous or noxious cargoes, and, in particular, the training and qualifications required to use shipborne navigational equipment. In the course of this work consideration should be given to the question of international standardization of licences required for masters, mates, chief engineers, and other ship's officers.

Automatic pilots

To consider and report on the conditions which should govern the use of the automatic pilot and to investigate the effect of its use on the behaviour of officers and crew.

Constructional measures

To examine and report as to whether Chapter II of the International Convention for the Safety of Life at Sea, 1960, should be amended, or other dispositions made; so as to control the design, construction and equipment of ships carrying oil or other noxious or hazardous cargoes (or such ships above a certain size limit), with a view to limiting the risk of collision or stranding and with a view to avoiding or limiting the escape of oil or other dangerous or noxious products in the event of such stranding or collision. This study should include consideration of constructional measures for reducing speed.

Identification and charting of hazards

To examine urgently, in co-operation with other interested organizations, the routes or sea lanes used by, or established for, large ships carrying oil or other noxious or hazardous products, with a view to any hazards being charted and marked.

Further, to recommend measures to ensure that the ships concerned carry adequate charts, sailing directions, notices to mariners, etc., and to report.

Organization of watches

To examine urgently the need to reinforce the look-out systems, particularly at night or in areas of high traffic density, with a view to the formulation of international standards or recommendations, and to report.

National and international accident procedure

To examine urgently the procedures whereby states, regionally or inter-regionally where applicable, can co-operate at short notice to provide manpower, supplies and equipment and scientific advice to deal with discharge of oil or other noxious or hazardous substances. The examination should include consideration of the possibility of patrols to ascertain the extent of the discharge and the manner of treating it both on sea and land.

The examination should further include the desirability of the ships concerned, if involved in an accident, following pre-arranged procedures designed to ensure that the relevant national or regional authorities are alerted as rapidly as possible.

Research

To continue and intensify, in accordance with Resolutions 12, 13 and 14 of the International Conference on Prevention of Pollution of the Sea by Oil, 1962, research, and exchange of information particularly into the following aspects of pollution:

(a) Prevention of such pollution by mechanical or scientific devices or by development of new procedures.

(b) Methods of destroying the polluting agent without damage to flora and fauna.

The research should cover polluting agents other than oil if liable to be discharged from ships.

In pursuing this mandate regard should be had to the progress made in diminishing the potential pollution by measures affecting the construction of ships themselves.

Official inquiry after a casualty

To examine to what extent it would be possible to meet the wishes of a state, which has been affected by a casualty to a ship not under its flag, to take part in the official inquiry into that casualty. IMCO should be advised of the results of such inquiry.

To study whether the 1954/62 convention requires amendment as regards detection of deliberate pollution and the provision of penalties therefor.

To define the national and international conditions relative to observation of infringements and envisage application of civil liability.

To study the extent to which a state directly threatened or affected by a casualty which takes place outside its territorial sea should be enabled to take measures to protect its coastline, harbours or amenities, even if those measures may affect the interests of shipowners, salvage companies, insurers and even flag governments.

WOMEN SHIPPING EXECUTIVES

A luncheon was held aboard the Ben Line's high-speed cargo-passenger liner 'Benledi' in London's Royal Victoria Dock prior to the ship's departure on May 6 for Singapore, Hong Kong and Japan. The luncheon was the first to be given by the Ben Line exclusively for women shipping managers and executives, who were welcomed aboard by Mr. J. L. Forsyth, chief officer of the 'Benledi', Mr. David Gravell, director of Killick Martin & Company Ltd., the Ben Line's brokers and London agents, and Captain J. Liston, the Marine Superintendent of the Ben Line Steamers Ltd. Also among the hosts were Captain J. W. Shields and Mr. J. E. Taylor, MBE, Senior London Cargo Superintendent and London Docks Manager respectively of the Ben Line Steamers Ltd. Grouped together on the boat deck during a tour of the ship the picture shows (back row, from left to right): Miss S. Rohl (Rohl Shipping), Miss K. Schutz (Dean Export Services Ltd.), Mrs. B. L. Dawkins (A. S. Watson & Company Ltd.), Mrs. I. Moir (Rasey Express Shipping Agency Ltd., Miss D. Taylor (Solignum Ltd.), Mrs. L. R. Newson (Fraser & Neave Ltd.) and Mrs. N. Boomgardt (Killick Martin & Co. Ltd.). Those in the front row are Miss I. M. Wallace (Hayters (Exports) Ltd.), Mrs. M. Field (Killick Martin & Co. Ltd.), Miss J. Evans (British National Export Corporation), Mrs. J. Sussex (American Express Company Ltd.), Miss C. Jeeves (Gordon & Gotch Ltd.), Mrs. R. King (Aeroben Ltd.) and Miss A. Timson (Ansor Corporation).

Changes in export licensing control

THE BOARD OF TRADE announce certain changes in export licensing control. Effect is given to those changes in the Export of Goods (Control) Order 1967, which will come into force on May 23, 1967. In general the changes are in respect of goods controlled for security reasons, and the Order incorporates the amendments to the list of goods subject to embargo for the Soviet Bloc and China, which were included in the revised list shown in the *Board of Trade Journal* on August 19, 1966, and its amendments on March 10, 1967. The Order also provides that certain licensing exceptions relating to trade samples, diamonds and animals do not now apply to exports to Southern Rhodesia.

The main changes are:

1. Export control is removed, except for exports to Southern Rhodesia, from flame detectors for industrial furnaces, gyromagnetic compasses, electrically rechargeable cells, some hydrogen thyraton tubes, unworked piezo-electric quartz crystals, boric acid esters, ferro-boron, ferro-molybdenum, lithium ores and concentrates, raw material and ferro alloys of niobium and tantalum, unworked quartz, certain communication cable, compressors, blowers and fans. Control is removed from the export to Commonwealth countries (except Southern Rhodesia), the Irish Republic, the Republic of South Africa and the United States of ground and marine radar equipment, semi-conductor Hall field probes, certain types of point contact type diodes, niobium and tantalum metals, compounds and alloys, certain welding and machining equipment and electron beam vacuum furnaces.
2. The scope of export control is reduced in the case of hydrogen peroxide, marine boilers (but those remaining are now subject to control in Group 1 to all destinations), radiation monitoring instruments for personal use, valves with bellows seal, sintered electrolytic capacitors, synchros and resolvers, electronic or magnetic amplifiers, servo-motors and synchronous motors, cathode ray oscilloscopes, magnetrons, photographic microflash apparatus, panoramic radio receivers, radio relay communications equipment, radio transmitters, power diodes, transistors, diethylenetriamine, lithium, niobium and tantalum compounds, magnetic materials, cable containing certain fluorocarbon compounds, deuterium oxide equipment, gear-making machinery, pipe valves, cocks and pressure regulators, electric arc devices, diesel engines (but those specially designed for military purposes are transferred from Group 7 to Group 1 and are subject to control for all destinations), fluorocarbon compounds, hydraulic fluids, silicone fluids and greases and synthetic dielectric materials.
3. Control is imposed on the export of equipment specially designed for ground functional testing of the hydraulic systems of military aircraft and machines, hydrazinium perchlorates, perfluoroguanidines, materials and equipment specially designed for use in the processing of irradiated nuclear materials to all countries, and on the export of fluoro carbon extrusion machinery and certain measuring or gauging machines to countries other than Commonwealth countries (except Southern Rhodesia), the Irish Republic, the Republic of South Africa and the United States. The scope of export control is extended in the case of image intensifier tubes, cold cathode tubes, Hall effect magnetometers, photomultiplier tubes, liquid gas containers and gas liquefying equipment, lubricating oils and greases, polymeric materials and polymeric products of butadiene.
4. The description of goods to which export control applies have been amended in the case of environmental chambers, apparatus for automatically sorting electronic components (transferred from Group 3 to Group 6), apparatus of a kind used for detecting or locating objects under water, communication, navigation, direction finding and radar equipment, ship's course indicators and submarine magnetic compasses (transferred from Group 3 to Group 1), cypher machines, equipment for the manufacture of semi-conductor materials, printed circuit equipment and electronic valve-making machinery.
5. Pentaerythritol tetranitrate has been deleted from Group 4 but remains subject to export control under the explosives heading in Group 1.
6. The exceptions relating to trade samples, diamonds and animals as detailed in Article 2(1)(b), (g) and (j)(i) do not apply to exports to Southern Rhodesia.

Copies of the Export of Goods (Control) Order 1967 (SI 1967 No. 675) can be obtained from the HMSO, 49 High Holborn, London, W.C.1, and branches (price 3s. 6d. each, by post 3s. 11d.).

Monopolies Commission: Appointment of new member

PROFESSOR Herbert Lionel Adolphus Hart has been appointed a part-time member of the Monopolies Commission by the President of the Board of Trade.

The appointment has been made for an initial period of three years.

Consideration of mergers

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed mergers between Electric and Musical Industries Ltd. and the Grade Organization Ltd., and between Whitbread & Co. Ltd. and Threlfalls Chester Ltd. to the Monopolies Commission under the provisions of that Act.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Comonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 26, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	D-Arabitol	D (+) Arabitol	December 31, 1967	856
29.07	*di*Sodium 1, 8-dihydroxy-naphthalene-3, 6-disulphonate	Chromotropic acid sodium salt (1:8-Dihydroxy-naphthalene- 3:6-disulphonic acid sodium salt)	December 31, 1967	6981
29.10	1, 3-Dioxolan containing not more than 0.02 per cent by weight of water	1, 3-Dioxolan	December 31, 1967	1751
29.14	*iso*Butyric anhydride	As in previous column	December 31, 1967	13019
29.23	Triethanolammonium chloride	Triethanolamine hydrochloride	December 31, 1967	13010
29.26	N-Phosphonocreatine, sodium salt	Creatine phosphoric acid sodium salt	December 31, 1967	2288

Training levy for knitting, lace and net industries

MR. RAY GUNTER, Minister of Labour, has approved proposals submitted by the Knitting, Lace and Net Industry Training Board for a levy on employers within scope of the Board equal to 0.4 per cent of their payroll in the year ended April 5, 1966.

The balance of the levy remaining after the Board has covered its administrative costs will be used to make grants to employers in respect of the training of training officers and instructors; managers and supervisors; technologists; technicians; craftsmen; commercial and clerical employees; and operatives; and for the provision of periods of industrial training forming part of certain sandwich courses.

Provision is made for employers to appeal to independent tribunals against assessment.

Franco-British Film Co-production Agreement renewed

THE FILMS CO-PRODUCTION AGREEMENT between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the French Republic, which came into force on November 6, 1965, has been renewed, as provided for in Article 8 of the Agreement, for a further period of 18 months from May 5, 1967.

To facilitate the working of the Agreement, the Board of Trade and the Centre National de la Cinématographie française, acting jointly in accordance with the provisions of paragraph (xxii) of the Annex, have varied the provisions of paragraphs (iv) and (vii) of the Annex to the Agreement. The texts of these paragraphs, as amended, are as follows:

(iv) Individuals taking part in the making of a co-production film shall be nationals or residents of the United Kingdom or of France. As an exception, nationals or residents of third countries may take part as leading artists subject to the approval of the competent authorities of each country acting jointly. Where, under the provisions of paragraph (v) approval has been given to location filming in a third country, nationals or residents of that country may be employed as crowd artists or as employees supernumerary to the normal categories of employment subject to the approval of the competent authorities of each country acting jointly.

(vii) The total production costs of a co-production film shall not be less than £100,000 or 1,400,000 francs, whichever is the greater at the prevailing rate of exchange; and the share of these relating to the co-producer from one country shall not be less than 30 per cent, save that in exceptional cases the competent authorities of each country acting jointly shall have the power to approve a share of not less than 20 per cent.

Notes:

A White Paper (Cmnd. 2781) giving the English text of the Agreement was published on October 5, 1965. It is the only British Co-production Agreement in force.

Films made in accordance with the provisions of the Agreement are treated as British for quota and levy purposes.

Two co-production projects have so far been approved under the terms of the Agreement.

The amendments now incorporated in the Agreement have been advocated by United Kingdom producers for some time, and both they and the Federation of Film Unions have been fully consulted.

All inquiries relating to this notice should be addressed to Films Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2421.

Levy on cinema exhibitors to assist British film makers

DRAFT REGULATIONS have been laid before Parliament to extend for a further three years from October 8, 1967, the imposition of the levy on cinema exhibitors and to provide for its payment to makers of eligible British films.

No changes are being made in the conditions applying to distribution of the levy, but reliefs to certain cinema exhibitors are being increased. The amount which a cinema exhibitor can take in any week before he becomes liable to the levy will, as from October 8, be raised from £350 to £400 and an exhibitor will thereafter pay only 25 per cent instead of the present 100 per cent of the excess over this until the standard rate is reached.

Copies of the regulations – The Cinematograph Films (Collection of Levy) (Amendment No. 5) Regulations 1967 (price 5d., 8d. by post) and the Cinematograph Films (Distribution of Levy) (Amendment No. 2) Regulations 1967 (price 5d., 8d. by post) – can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

Notes:

These Orders are made under Cinematograph Films Act, 1957, as extended by Films Act, 1966. They will continue the existing arrangements with two small amendments to the collection rules.

The greater measure of relief offered to cinema exhibitors with low takings is intended to assist them to overcome the economic difficulties which they are facing.

The Cinematograph Films Council recommended that these reliefs should be applied.

The standard rate of levy is one-ninth of the amount by which each admission charge exceeds 11d.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during April in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Change of Name

The name of Fraser (Robert Fraser & Partners (Midlands) Ltd.) has been changed to Midland Industrial Issues Ltd.

Exempted Dealers

Addition

Charter Consolidated Ltd., 40 Holborn Viaduct, London, E.C.1.

E.S. Bulletin supplement on exporting to Mexico

A SUPPLEMENT to the Board of Trade *Export Service Bulletin*, entitled 'Mexico – Opportunities for British Industry', was published on May 8.

The supplement marks the launching of a special 'export targeting' exercise covering a selected group of products. The products chosen for this exercise are textile machinery, chemical plant, plastics working machinery, scientific instruments, and medical equipment.

It contains detailed market reports on these products, which are considered as offering particularly favourable opportunities for the expansion of British exports to Mexico. Over the next few months special efforts will be made to bring these opportunities to the attention of British exporters, using both the resources of industry and Government services to aid exporters.

'EFTA Bulletin' for May

EFTA trade figures for 1966 are released in the May issue of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva. Also included in this issue are an article on common industrial standards and a note on revenue duties maintained by Portugal. The latter is the second of a series of notes listing those few industrial protective tariffs and revenue duties which still apply to inter-EFTA trade.

Copies of the *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).

Distributive trades conference

ON May 10 the Economic Development Committee for the Distributive Trades held a conference in London which was attended by about 100 delegates from trade associations in the industry.

The conference was arranged primarily to discuss the results of an inquiry into the services provided by trade associations, published under the title *Trade Associations in the Distributive Trades*. The inquiry, conducted by the National Economic Development Office, was the result of a request for more information about the range and extent of services provided by trade associations in the distributive trades made by trade association representatives at the 1966 conference in Brighton. 'The report shows clearly what an important role trade associations play in, for example, the promotion of training, consultancy services and interfilm comparisons', says Sir Hugh Weeks in the foreword. 'I hope that this report will encourage trade associations in the distributive trades to examine again the range of their activities and to take what steps they can to widen and strengthen them'.

Discussion at the conference touched upon such subjects as trade association advisory services, interfirm comparisons, training, voluntary groups, delivery problems, and other aspects of EDC work in which trade associations are interested.

Queen's Awards to Industry

THE captions to the five pictures of previous winners of the Queen's Awards to Industry on Page 1051 of the *Board of Trade Journal* of April 28, should have read as follows: Top right, The English Electric Rectifier Division at Stafford; Right centre, The Distillers Co. Ltd., Edinburgh; Bottom right, The Rank Organisation's Taylor Hobsons Division and Rank Xerox Ltd.; Top left, Stone Platt Industries Ltd. and its subsidiary Stone Manganese Marine Ltd.; Bottom left, Platt Bros. (Sales) Ltd., Oldham, Lancs.

Peter Sharples Proudlove Ltd. have pointed out they are the publishers of the Commemorative Volume of the winners of the Queen's Award to Industry, referred to on page 1051 of the *Board of Trade Journal* of April 28. The Institute of Exports, for whom the company acts as official publishers, acted as sponsors of the volume.

A Commemorative Volume covering 1967 Award Winners will be appearing during September from the same source.

London Chamber—a record year for overseas trade promotions

1966 WAS a record year for the London Chamber of Commerce in the field of overseas trade promotions, according to the London Chamber's Annual Report, published at its Annual General Meeting on May 9. Ten trade missions and 12 specialized exhibitions were staged in over 20 countries.

In his address to the meeting Lord Erroll, the Chamber's president, spoke of the future roles of Chambers of Commerce and the organization of trade missions. A mission comprising members drawn from many different industries had a wide chance of success, he said. The members could compare their experiences and discoveries freely, and a broadly based mission could make more of an impact on the countries visited.

Lord Erroll was completing his first year as president of the Chamber, during which time he led trade missions to the Soviet Union, Czechoslovakia and Malaysia and Singapore. Re-elected at the meeting, Lord Erroll's future plans already include leading missions to Greece and to Hungary.

Mr. Robin Brook was re-elected as chairman of the London Chamber of Commerce Council at the same time.

British shipbuilding mission to Iceland

A SIX-MAN TEAM of specialist shipbuilders from the United Kingdom is visiting Iceland to sell British-built ships to the rapidly expanding Icelandic fishing industry.

Icelandic owners are known to be keenly interested in deep-sea refrigerated trawlers and the British shipbuilders will be offering designs of some of the most advanced 'push-button' ships of this type available in the world. Members of the mission will also be discussing the possible construction in Britain of purse-seiners to be designed specifically to suit the requirements of owners operating in Icelandic waters.

Mission to Yugoslavia

THE LORD MAYOR of Birmingham, Alderman Harold Tyler, and the Lady Mayoress are to visit Yugoslavia this month with a business mission sponsored by Birmingham Chamber of Commerce and Industry in co-operation with the British National Export Council.

The mission will be led by Mr. Frank Cole, vice-president of the Chamber and chairman of Alltransport Limited and R. & W. H. Symington (Holdings) Limited. It will visit the two northern Republics of Croatia and Slovenia at the invitation of their Economic Chambers and with the special interest and co-operation of the Economic Chamber of Zagreb, capital of Croatia and Birmingham's twin city in Yugoslavia. The visit is intended to negotiate and confirm specific proposals for increased commercial and technical co-operation between Birmingham and Yugoslavia, following earlier preliminary discussions between the Birmingham and Yugoslav Chambers at an official level.

Mission to Spain

A 17-MEMBER trade mission from the Birmingham Chamber of Commerce and Industry is visiting Spain, from May 7-13. The leader will be Mr. R. H. Keith, special advisor, Bank of London and South America. Mr. Keith is a past president of the British Chamber of Commerce in Spain, and although now based in Britain he has lived in Spain for much of his banking career.

The manufacturers taking part in this mission are drawn mainly from the engineering industry. They include manufacturers who are very well known in their particular fields and whose goods and equipment can make a useful contribution to the present programme of economic development in Spain. In 1965 the Birmingham Chamber (in collaboration with the London Chamber of Commerce) organized three missions to Spain and arranged business programmes for a return mission from the Chambers in Madrid, Bilbao and Santander. Valuable business links resulted from these visits. Birmingham firms have secured orders worth £165,000, with outstanding inquiries valued at over £960,000. Details of the business concluded by Spanish firms are not known.

Tobacco trade mission to Canada

BRITAIN'S FINEST PIPES and tobaccos and a range of smokers' accessories will be vigorously promoted at British Week, Toronto (October 12-21).

On May 11 a seven-man mission representing the Tobacco and Smokers' Accessories Product Group – a sub-committee of BNEC Canada – left for Toronto to hold a samples show so that orders can be placed for British Week.

A total of 16 British firms are taking part in the samples show – some being represented by their agents in Canada. The Show will be held in the Toronto Display Centre of the British-Canadian Trade Association – now in almost continuous use by British manufacturers.

The mission is being sponsored by the Briar Pipe Trade Association on behalf of the whole tobacco and smokers' accessories trade, and financial assistance is being given by the British National Export Council. It is being led by Mr. Philip Redman of John Redman Ltd., who will submit a report for the benefit of the trade upon his return.

Mission to Zambia

THE BNEC Africa Committee announce that, following the study of the *Export Services Bulletin* Market Report on Zambia, they are endeavouring to form a mission covering: Constructional engineering equipment, civil engineering, heavy electrical engineering machinery, heavy engineering machinery (non-electrical), mining equipment, building materials, to go to Zambia in November this year.

British wool in Denmark

THE RESULTS of a highly successful Fashion Design Competition using British wool cloth have just been announced in Denmark. Nearly 1,000 people submitted a total of 3,350 entries in a contest sponsored by the Deres Modehus group of 40 fashion shops and the National Wool Textile Export Corporation, of Bradford, Yorks. A panel of five judges spent the best part of a day examining the designs and deciding which were the best in terms of fashion, choice of colour and fabric, and suitability for commercial production.

Belgian mission visits Sheffield

THE SHEFFIELD Tool Industry has brought an Inward Trade Mission from Belgium to Sheffield. The visit followed that of the highly successful Italian Mission in 1966. A party of 20 visited Sheffield as guests of The Federation of British Hand Tool Manufacturers from May 7 to 11.

This visit was a forerunner of British Week Brussels (September 29 to October 7, 1967) – the most important British event to be staged in Europe.

Electric lighting mission from the Middle East

A DOZEN top engineers and buying officials, mainly of public authorities, from Middle East countries will be in Britain until May 13 on a trade mission sponsored by the Electric Light Fittings Association with assistance from the British National Export Council. Drawn from six countries – two each from Iran, Iraq, Jordan, Lebanon, Libya and Saudi Arabia, they have come to see the Lighting Exhibition at Earls Court, and to visit manufacturers, as part of an ELFA and BNEC bid to increase Britain's share of the electric lighting equipment market in the Middle East.

International Chamber of Commerce Congress in Montreal

THE BRITISH National Committee of the International Chamber of Commerce announce that the Chamber's 21st Congress will open in Montreal on May 15, in the presence of the Prime Minister of Canada, Mr. Lester Pearson, and will close on May 19. The timing of this biennial Congress to fall in Canada's centenary and only a few weeks after the opening of 'Expo 67' gives it an added interest. The central theme for the discussions is 'Private Enterprise in a Changing World'.

BEMAC report

A REPORT on marketing of goods in the United States has been published by the American committee of the BNEC.

Copies of the report, which was made to BNEC by the British Export Marketing Advisory Committee, can be obtained from BNEC headquarters at 9 Dean Farrar Street, London, S.W.1.

£1,400,000 bacon plant opened

THE £1,400,000 pork processing factory of Ulster-Swift Ltd., at Enniskillen, Co. Fermanagh, was officially opened by the Prime Minister of Northern Ireland, Captain Terence O'Neill, recently. The plant, jointly owned and operated by the Swift Corporation of Chicago and the Northern Ireland Pigs Marketing Board, is one of the most technically advanced in Europe. Present employment is 120, phased to rise eventually to nearly 350.

Glass factory to be opened in North Devon

THE FIRST glass factory believed to be built in England in this century will be opened at Torrington in Devonshire on June 12. The £125,000 factory has been built by Dartington Glass Ltd., a company initiated by the Dartington Hall Trustees in a campaign to help bring industrial prosperity to North Devon.

The factory will specialize in mouth-blown, hand-made glass, relying for its effect on shape and colour, as opposed to cut glass. Nearly all this type of glass is at present imported from the Continent, and to set the new venture on its feet 20 Swedish glass workers, with their families will be settled in Torrington to take charge of the highly skilled processes. The initial total of 40 staff will be made up by local labour, and a school of glasssmaking will be set up in the factory, taking boys straight from school, to give the intensive training of at least three years required to produce a skilled glassmaker.

Detergent company moves to the North-East

MR. GEORGE CHETWYND, Director of the North East Development Council, opened the Penetone Company's new factory at Cramlington New Town, Northumberland, on May 4.

Penetone, which manufactures a wide range of industrial cleaning chemicals for a market which extends all over the British Isles and much of Europe, and takes in the armed forces, the motor and electronics industries and a wide range of industrial clients, moved to the North-east last year in order to solve the problems of congestion, shortage of space and scarcity of the right kind of labour which it faced in the South-east. It plant was formerly at Egham, Surrey.

The company has been able to meet its labour requirements completely from the immediate locality of its new factory. Many of the new employees are ex-miners from the Cramlington area where pits are either closing down completely or streamlining production and shedding labour. The factory itself covers 30,000 square feet on a four-acre site at Cramlington Industrial Estate.

The managing director, Dr. Montague Josephs, and sales director, Mr. David Randall, and five other key members of the company's staff are the only ones who have come up from the South-east. The Penetone Company first made contact with the NEDC on May 4, 1965. Since then NEDC have helped the company at every stage of the move including providing information about Board of Trade grants available to firms moving to the North-east, suitable industrial sites and economic infrastructure of the region. The Northumberland County Council extended valuable assistance to Penetone during the move.

In the past five years 160 new companies have moved into the region, many from the South-east and Midlands. This represents a move towards a fulfilment of plans to relieve the region of its dependence upon the old basic industries of shipbuilding, coal mining and steel manufacture, which has been a cause of the region's economic problems.

In his speech at the official opening Mr. Chetwynd said that Penetone's move was symbolic of the kind of new industries which the North-east region needed. In spite of the progress made in the region there was a continuing and growing need to maintain the attack which was being waged against the deep-seated problems of the area. Heavy capital investment by Government and Local Authorities must be stepped up to strengthen the services available to industry in the North-east and to further build up the infrastructure so that development would be sustained.

Assembly of the main drive motor for the Keymatic De-Luxe washing machine at the Hoover factory at Cambuslang, Lanarkshire. Hoover are to invest a further £1 million in the expansion of their Scottish works.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, MAY 2

Carriage of animals by air

Asked how many animals and birds imported into Great Britain in the past year died in transit; and whether he would take steps to regulate their travelling conditions through the International Air Travel Association or by legislation, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'I regret that these figures are not available. The International Air Transport Association, partly at the prompting of my Department, has already set up a special study group to examine in detail the problem of the carriage of live animals by air. When the findings of this group are available, I will consider what further action, if any, need be taken.'

Investment grants

A member asked for the total value of investment for which investment grants had been applied for to date in the North-east of England. Mr. Douglas Jay, President of the Board of Trade, replied that the total value of applications received by the Billingham Investment Grants Office up to April 14 was £40 million. In addition to the Northern Development Area, this office covers Yorkshire and part of Lincolnshire. More detailed geographical analysis of this figure was not available.

Merchant Shipping Act

The President, asked to state his further plans for altering the terms of the Merchant Shipping (Liability of Shipowners and Others) Act, 1958, said: 'Her Majesty's Government have suggested to IMCO that the liability of shipowners and others needs to be examined internationally in the light of the "Torrey Canyon" incident'.

WEDNESDAY, MAY 3

London helicopter service

Asked if he would withhold investment approval for the purchase by British European Airways of helicopters for a London helicopter service in advance of their obtaining a planning decision from the Greater London Council, Mr. J. P. W. Mallalieu said that BEA had not yet applied for the investment approval, but they were aware that, even if planning permission were obtained, investment approval could not be taken for granted.

Venezuelan trade

Asked what was the adverse balance of trade between Great Britain and Venezuela during 1967 to date; and what steps he was taking to increase Great Britain's exports to Venezuela, Mr. George Darling, Minister of State, Board of Trade, said: 'No close estimate is possible. The value of imports from and of exports and re-exports to Venezuela in January to March 1967 is shown on page 287 of the Overseas Trade Accounts for March. The difference between the two is not, however, a close measure of the balance of payments in respect of our visible trade with Venezuela, because imports are valued to include insurance and freight charges which will often be paid to British residents and because the country from or to which imports or exports are consigned may differ from the country to or from which payment is made, or liabilities arise. All the usual export services are available from my Department. An Economic Mission from Venezuela is expected to visit Britain shortly as guests of Her Majesty's Government.'

Roller bearings

Answering a question on roller bearing duties Mr. Darling said that the full rate of duty on roller bearings was 18 per cent and on steel tubing suitable for manufacture into roller bearings it was 20 per cent. Imports from EFTA countries and the Commonwealth Preference Area were free of duty.

Steel tubing duty

Answering a similar question on steel tubing Mr. Darling said: 'The rates of duty on steel tubing, other than flexible steel tubing, vary according to type and are as follows:—

United Kingdom Tariff: 17½ per cent or 20 per cent;

United States Tariff: Various rates within an *ad valorem* equivalent range of approximately 2 per cent to 17 per cent;

Common External Tariff of the EEC: 12 per cent or 14 per cent. The current rates of duty in the national tariffs of member-countries of the EEC vary from 8.4 per cent to 15.5 per cent.'

THURSDAY, MAY 4

Accident at Southend Airport

A member asked, by private notice, for a statement on the accident at Southend airport on the previous day in which two people lost their lives. Mr. J. P. W. Mallalieu said: 'A Viscount belonging to Channel Airways crashed at Southend airport yesterday afternoon during take-off on a test flight made in connection with the issue of a British Certificate of Airworthiness. The aircraft collided with a hut, two of the occupants of which were killed and the third seriously injured. No passengers were being carried in the aircraft and none of the three crew sustained serious injury. The accident is being investigated by the Accidents Investigation Branch of the Board of Trade.

The whole House will, I know, wish to join with me in expressing sympathy with the relatives and friends of those who lost their lives as a result of the accident.'

Trade with New Zealand

Asked whether New Zealand gave British exports to her market greater tariff preferences than were required by trade agreements, the President answered that under the Trade Agreement of 1959, New Zealand undertook to accord minimum margins of preference, varying between 5 per cent and 10 per cent, on some 85 per cent of British exports. The 1966 Trade Agreement increased the minimum margins on items which accounted for some £6½ million of our exports in 1964/5, in some cases to 20 per cent.

In practice we enjoyed in many cases preferences considerably higher than the contractual minima; the average margin of preference was estimated to be about 20 per cent in 1961, and there was no reason to suppose that it had changed significantly since.

Supersonic flights over the British Isles

Answering two questions concerning the prohibition of supersonic flights over the British Isles, Mr. J. P. W. Mallalieu said that no conclusions had as yet been reached about the restrictions to be placed on supersonic civil flying over the United Kingdom and surrounding areas. It would be several years before regular operations of this type could take place.

Aircraft noise

Mr. J. P. W. Mallalieu answered several questions on the subject of aircraft noise. Asked what consultations had taken place with the Government of the United States, pursuant to Article 13 of the Bermuda Agreement 1946, with a view to ensuring that a maximum noise level was included in the requirements for certification for airworthiness by both contracting parties, he said: 'I am consulting the United States and French authorities about noise certification of civil aircraft. As my rt. hon. Friend informed by hon. Friend on April 17 the question whether the noise certificate should be combined with the certificate of airworthiness is one of the matters to be examined; no decision on this has yet been taken.'

Replying to a question on the noise of Boeing Supersonic Transport aircraft, Mr. Mallalieu said that he was aware that supersonic aircraft required more engine power than current subsonic aircraft, but it did not necessarily follow that they would be more noisy in subsonic flight. Future aircraft using Heathrow Airport would have to comply with the noise rules in force at the time, which would certainly be no less rigorous than the present ones.

A further question concerned the Board of Trade's figures regarding the number of complaints received at London Airport about aircraft noise. Mr. J. P. W. Mallalieu said that these monthly figures were given to the Heathrow Consultative Committee by the British Airports Authority and questions relating to them should be put to the authority. He understood that all complaints, and not merely first complaints, were included, together with the number of complainants in any one month.

Asked what action he was taking on the recent representations made to him by 10 London boroughs to reduce the noise of aircraft using London Airport, Mr. J. P. W. Mallalieu said: 'I made a statement about these representations in reply to a question by my hon. Friend the member for Faversham on February 1. My rt. hon. Friend has since announced his intention to introduce a scheme of noise certification. In addition as the press statement issued last month on the publication of the Report of the International Conference on this subject made clear, HM Government endorses the conclusions reached by the conference and intends to follow up vigorously the suggestions for further action contained in the Report.'

Replying to a request to ensure that the benefits of advances in aircraft engine design, which achieved improvement in the ratio of power to noise, were used for the purpose of reducing maximum noise levels, and not for the purpose of increase payloads at existing noise levels, Mr. Mallalieu said that the objective of the scheme of aircraft noise certification which the President intended to introduce was to achieve substantial and practical reduction in noise at the earliest opportunity.

London's new airport

Asked whether, in considering the report of the inquiry into the suitability of Stanstead as the site for London's new airport, he will initiate research with a view to determining a suitable site for a further international airport on the coast, the President said that considerable work had already been done in assessing the advantages and drawbacks of the most promising coastal sites for an airport to serve London.

Night flights at London Airport

Asked whether he would take steps to prevent any further increase in the number of permitted night flights for the summer period, April to October 1968, at London Airport, Heathrow, by limiting the total number of aircraft movements to 3,500. Mr. J. P. W. Mallalieu answered that the limit to be imposed in 1968 and later years was under consideration.

FRIDAY, MAY 5

Textile machinery

Asked what was the value of textile machinery exports and imports in each of the past ten years, Mr. Darling said: 'The following is the information':

United Kingdom exports and imports of textile machinery (other than laundering and dry-cleaning machinery)

	Exports (f.o.b.)	£ million Imports (f.o.b.)
1957	43.1	8.1
1958	39.6	8.1
1959	41.1	8.7
1960	51.8	12.7
1961	62.1	18.7
1962	62.5	17.9
1963	64.0	17.9
1964	63.8	22.5
1965	67.8	25.6
1966	78.7	26.3

Investment grants

Asked to give the amount of applications to date for investment grants, showing separately, amounts from development and non-development districts, the amount agreed, how the claims compare with his original estimate of applications and with the information available to him of plant produced. Mr. Jay replied: 'By April 21, 1967, 10,273 applications worth £175 million had been received. I hope to be able to provide separate figures for development and non-development areas in about two months when most of the claims for the first quarter of 1966 should have been received and processed. On the last part of the question, I would refer my hon. Friend to my reply to his supplementary question on April 26 (*Hansard*, Vol. 745, Col. 1577).

Investment grants

Asked what research he had carried out as to the percentage of firms that have not made application for investment grants, despite their being entitled to do so, Mr. Jay replied: 'None. There is no closing date for applications, which are now coming in at an increasing rate for both the first and second quarters of 1966.'

Investment grant claims

Asked how many staff were employed by his department to investigate investment grant claims; how many claims had been made on the appropriate forms to the latest convenient date; and how many of these had been paid, Mr. Jay replied: '1,159 staff were employed in the investment grants offices on April 21, 1967. By that date 10,273 claims had been received, and 3,278 payments had been made.

Cost of investment grants

Asked to indicate the basis on which his original estimate was made of the cost of investment grants in 1967-68 and the new basis for the amount shown in the Financial Statement 1967-68; to what extent allowance was made for claims not being made due to ignorance of the procedures, Mr. Jay said that the original estimate, made early last year, of the cost of investment grants in 1967-68, was of the order of £200 million, and was based on estimates of eligible investment in the first three quarters of 1966. The revised figure of £166 million in the Financial Statement made some allowance for delays in the receipt and clearing of claims, and for the likelihood that some firms instead of switching immediately to investment grants would continue for a time to claim investment allowances. The procedures had been fully explained and publicized, and the flow of claims was accelerating.

MONDAY, MAY 8

Unemployment in Scotland

Asked how many jobs in Edinburgh and Scotland, respectively, had so far been estimated to have been placed in jeopardy as a result of Edinburgh's exclusion from the Investment Incentive Scheme, which was available to the whole of the rest of Scotland and the north of England. The President said: 'I have made no such estimates. A few firms have come to my notice, however, which have transferred work from Edinburgh to other areas in Scotland in greater need of employment. Firms in Edinburgh and Leith receive, of course, the normal investment grants payable in Great Britain as a whole outside Development Areas'. Answering a further request, for his latest estimate of the number of potential new jobs arising from industries which had indicated their desire to settle in the hinterland and reclaimed areas of Leith Docks, since the original announcement excluding Edinburgh from the Investment Incentives Scheme; and how many he estimated had been lost to this area through industry being repelled by the effects of exclusion, the President said that since January 1966, industrial development certificates had been issued for three new projects in the Edinburgh, Leith and Portobello area which, according to estimates made by the firms, would employ about 70 people. In addition, Ferranti Ltd. had announced that they intended to take over existing premises in the area to provide an additional 1,000 jobs.

Accidents involving British civil aircraft

A member asked the President to list the number of accidents resulting in injury or death in which British-owned civil aircraft had been involved in the last year for which figures were available, separating the figures for the British Overseas Airways Corporation, British European Airways, and the private operators, respectively. Mr. J. P. W. Mallalieu answered that in 1966 there were five such accidents involving public transport aircraft. One of the aircraft was operated by the British Overseas Airways Corporation, one by an Associated Company of the British Overseas Airways Corporation, one by British European Airways and two by other operators.

Replying to a further request, to list the number and types of aircraft operated by British-owned companies and the approximate total of miles flown in the last convenient year, listing separately the British Overseas Airways Corporation, British European Airways, and the private operators, the President quoted figures published in *Hansard* (Col. 173).

Prices of periodicals

Asked if he was aware of substantial increases in the price of periodicals which had taken place in the last year; and whether he would ask the National Board for Prices and Incomes to investigate these increases, the President replied: 'I am aware that the prices of some periodicals have been increased over the last year. The circumstances of individual publications vary considerably, but, in view of increases in production costs and reductions in advertising revenue over this period, these price increases do not appear to be inconsistent with the policies the Government has been asking industry to follow in determining prices. I therefore do not feel it is necessary to ask the National Board for Prices and Incomes to investigate the prices of periodicals at this time'.

Imports of Commonwealth foodstuffs

The President was asked if he would itemise all long-term undertakings regarding access to the United Kingdom markets for Commonwealth foodstuffs producers currently in operation and give in each case the duration of the undertaking and details of any provision for earlier termination at the demand of either party. He gave the following particulars:

Item	Undertaking to	Duration	Provision for earlier termination
A. *Undertakings providing for access free of quantitative restrictions:*			
Beaf and veal, mutton and lamb	Australia	Until September 30, 1967	None
Dairy products and meat	New Zealand	Until September 30, 1967	None
B. *Other undertakings regarding access:*			
Sugar	Sugar - producers parties to the Commonwealth Sugar Agreement	Until December 31, 1967	None
Butter	Australia and New Zealand.	For so long as existing butter quota arrangements remain in operation.	
Wheat	Australia	Duration of the Trade Agreement	Terminable on six months' notice

C. *Undertakings relating to duty-free entry:* Trade Agreements with Australia, New Zealand, India and Pakistan provide for duty free entry for a wide range of commodities; all of these agreements are of indefinite duration but subject to termination on six months' notice given by either party, except that the Trade Agreement with New Zealand continues until January 1, 1970 and thereafter at six months' notice.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page 1047 of April 28 issue.*

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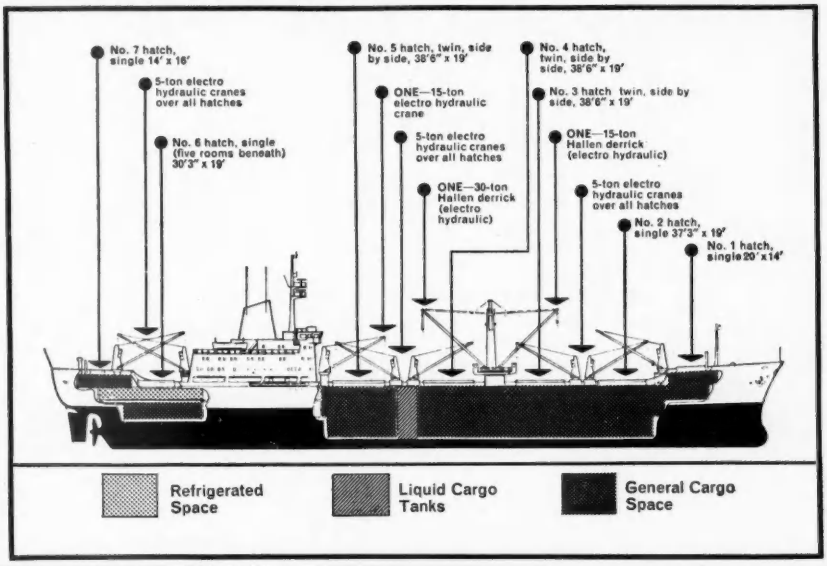
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No. 3 hatch twin, side by side, 38'6" x 19'
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Visiting Britain recently were 24 members of the sub-committee on mining problems of the Coal Committee of the Economic Commission for Europe. Among the countries represented are the USSR, Belgium, Czechoslovakia, Western Germany, France, the Netherlands and Poland. Their visit was arranged by the National Coal Board. After attending a symposium on the use of computers in the mining industry, the visitors were guests at a reception given at the headquarters of Associated Electrical Industries Ltd. in London. The picture, taken at the reception, shows (left to right) Sir Joseph Latham, deputy chairman and managing director of Associated Electrical Industries with Mr. F. Kuziukov, Deputy Coal Minister of the USSR; and Lord Robens, Chairman of the National Coal Board.

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Mercedes Benz 220 SE Saloon Car. (New 1965); 2 Austin 15-cwt. Type J.2 Diesel Vans. (New 1964); Commer ¾-ton Van. (New 1964); Austin Type J.2 Omnicoach. (New 1965); Austin 18-ton Diesel Prime Mover, with Tasker 12-ton Low-Loading Trailer. (New 1963) and 10-ton Platform Trailer. (New 1965);

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SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from the Liquidator, G.D.H. Dewar, Esq., C.A. 135 Buchanan Street, Glasgow, C.1, to Sell, by Auction, as above.
ON VIEW DAY PRIOR TO SALE. CATALOGUES FROM AUCTIONEERS.
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New Books

Soviet Union: A Survey For Businessmen. (20 pages. London Chamber of Commerce, 69 Cannon Street, London, E.C.4. 10s., post free). This publication is the latest in the London Chamber of Commerce's series on trade missions to overseas countries. A book note (*Board of Trade Journal* February 10, 1967, page 328) dealt with the Chamber's recent reports on visits to Malaysia and Singapore and to the Netherlands. The basic objectives of the mission which visited the Soviet Union in June 1966 was to seek to increase Anglo-Soviet trade in both directions, and to discuss the reorganization of the Soviet economy with Soviet Ministers, the State Committees and Foreign Trading Corporations. The prospects for new British export business are good in both capital and consumer goods and especially where Britain has advanced technological processes to offer. The mission was told that the Soviet Union would continue to buy complete factories particularly in the textile, chemical and metallurgical fields. Other items specifically mentioned as having good export potential were precision machine tools, machine tool assembly, bearings, food processing, glassmaking, papermaking and the manufacture of forging and pressing equipment. Good opportunities also exist for the supply of selected types of electronic equipment and scientific instruments. The development of the Soviet Union transport industry, including the manufacture of cars and buses, will also provide good prospects for the export of machine tools, including specialized transfer tools for the mass production of engine and vehicle assembly lines. Although the report mainly covers capital goods it foresees considerable opportunities for the sale of consumer goods and cites the recent sales of frozen fish, shoes, knitwear and beds. (It should not be forgotten that one third of United Kingdom exports consist of industrial materials and semi-manufactures). Collaboration in third markets is also considered by the mission to have possibilities in the future for joint ventures where one country supplies one part of a plant and the other the balance. The report, whilst encouraging British firms to export, emphasises the special approach required for trading with the Soviet Union. A knowledge of Soviet trading methods is vital and it is essential that inquiries be followed up by visits from high calibre senior executives. Contacts should also be developed not only with the Foreign Trading Corporation but with other State bodies, in particular the State Committee for Science and Technology which should be kept informed of all new technological developments.

The Merchant Banking Arena, by Richard Kellett. (199 pages. Macmillan. 30s.). Four main topics are dealt with in this book. First, a brief comparison is made between merchant banks and other sorts of banks and financial institutions, and the various definitions of what constitutes merchant banking are discussed. This is followed by a short historical account of the origins and development of merchant bankers up to the time of the post-war revival in their activity. Five chapters are then devoted to an account of merchant bank operations today, dealing with the 'all-rounders' whose role is to give their clients access to any demand for financial service or advice; and with the activities of bankers who specialize in acting on behalf of companies in raising new capital and in merger transactions, in managing large-scale investments for clients, in money business in all its forms, and in capital-raising operations for foreign governments and corporations. In five case-studies dealing with Baring's, Warburg's, Fleming's, Samuel's and Philip Hill's, these activities are demonstrated. The author's aim has been to answer some of the questions about the development of merchant banks that people in industry ask. An additional source of information on this subject is provided by another recently published book, **Merchant Banking, Practice and Prospects,** by George K. Young (250 pages. Weidenfeld and Nicolson, 45s.). This is particularly concerned to give an idea of the kind of career offered by merchant banking and to forecast the likely status of the profession over the next decade. In fulfilling this aim a considerable amount of information on the activities of merchant banks is provided in, for example, chapters on bills on London, the role of issuing houses, and investment management.

The Coasts of Kent and Sussex. Report of the Regional Coastal Conference held in London on May 27, 1966. National Parks Commission. *Coastal Preservation and Development: A Study of the Coastline of England and Wales.* (90 pages. 25s., by post 25s. 9d., from HMSO and Government bookshops). Local authorities were first asked in 1963 to make a special study of their coastal areas, and to write into their development plans a policy which would reflect the need both to preserve and to develop the coast. In 1965 maritime planning authorities were asked again for this information and it was announced that the National Parks Commission would be arranging a series of coastal regional conferences. In view of the time these must take the authorities were asked to take immediate action to further their coastal policy; for this purpose they were to draw up a map and a statement, demonstrating coastal policy. The information on the maps submitted for the Kent and Sussex conference is summarized at the end of this report. The summary map, the written reports of the planning officers, and the proceedings of the conference are all complementary. *The Coasts of Kent and Sussex* contains a digest of the conference proceedings (consisting of a summary of the main points which arose at the conference, a note on the presentation of the planning officers' reports, and a record of the general discussion), the planning officers' written reports, a collection of land use statistics, and details of increases in the retired population. A bibliography gives a list of some reports, papers, books and articles which relate closely to various aspects of planning and development of parts of the coasts of Kent and Sussex. An appendix gives a summary of the legislative powers already available which are relevant to coastal preservation and development. A digest of the work of all the conferences and some other related studies which are being undertaken, together with such recommendations as the National Parks Commission consider need to be made, will be the subject of a final report; it is hoped that this will be ready for publication towards the end of 1967 or soon afterwards.

Place Names and Population, Scotland. General Register Office, Edinburgh. (190 pages. 27s., by post 27s. 10d., from HMSO and Government bookshops). This interesting by-product of the 1961 Census of Population comprises a single alphabetical list of all populated places in Scotland, indicating in which county, county district and civil parish they lie, and giving the population as enumerated on census night (23 April, 1961). For places with legally defined boundaries, such as counties, cities, burghs and their wards, new towns and civil parishes, the population figures are drawn directly from the 1961 census reports. But the great bulk of the places listed – towns, villages, hamlets, farms, estates, groups of crofts or holdings, and certain large establishments such as forestry workers' camps – are without legally defined boundaries; and for these it was necessary to seek the advice of the local Registrar as to which premises should be regarded as coming within the place on census day. For the purposes of the inquiry a 'place' was generally defined as a group of five or more houses with a distinctive name or identity. Apart from its primary objective of giving the figures of population for all inhabited places so defined, the publication will have great value as a gazetteer of Scotland. For each place the Ordnance Survey National Grid reference is given, which indicates to within one kilometre the location of its geographical centre. A companion work for England and Wales was published by HMSO for the General Register Office in 1965 – *Census 1961, England and Wales: Index of Place Names* (2 vols., 1,324 pages. £5); but this only gives population figures for places with legally defined boundaries, and does not show the National Grid references. It does, however, show the county, and the borough, urban district or rural district in which each place lies, and to that extent is also useful as a gazetteer.

Programmed Instruction in BEA, by W. S. Barry. (46 pages. Pergamon Press. 10s.). This is the first of a new series of case studies describing specific examples of programmed instruction in industry. The studies are scheduled to appear monthly and the subscription to the end of 1967 for eight studies is 70s. The author of this pamphlet is training and education manager of British European Airways and principal of the Air Transport Staff College. This case study gives an account of BEA's experience of programmed instruction over the last five years. It tells how BEA organized their approach to programmed instruction, how operating departments reacted, what machines were used, and how BEA are now approaching the whole subject of programmed instruction in the light of their five-year experiment.

Other publications

DIRECTORY OF SHIPOWNERS, SHIPBUILDERS AND MARINE ENGINEERS 1967. Transport and Technical Publications Ltd., 161/166 Fleet Street, London, E.C.4. 70s., plus postage.

FINISHING HANDBOOK AND DIRECTORY 1967. Edited by J. E. Bean. 644 pages. Sawell Publications Ltd., 4 Ludgate Circus, London, E.C.4. The price of 48s., by post 59s., includes 12 monthly issues of *Product Finishing.*

FRUIT 1967. A Review of Production and Trade relating to Fresh, Canned, Frozen and Dried Fruit, Fruit Juices and Wine. Compiled in the Commodities Section of the Commonwealth Secretariat. 250 pages. 40s., by post 41s., from the Commonwealth Secretariat, Commodities Division, 10 Carlton House Terrace, London, S.W.1.

GERMANY. March 1967. *Economic surveys by the OECD.* Organization for Economic Co-operation and Development. 44 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops.

INVESTING IN ITALY: AN OUTLINE. Edited by the First National City Bank, Milan. 137 pages. Available free from the First National City Bank, 17 Bruton Street, Berkeley Square, London, W.1.

STATISTICAL SUMMARY OF THE MINERAL INDUSTRY. World Production, Exports and Imports 1960-1965. Natural Environment Research Council, Institute of Geological Sciences Overseas Division, Mineral Resources Section. 417 pages. 27s. 6d., by post 28s. 8d., from HMSO and Government bookshops.

TEXTILE AND ENGINEERING DIRECTORY FOR INDIA AND PAKISTAN 1967. With Full Particulars of Cotton, Silk, Man-made Fibre and Jute Mills in India, Ceylon, East and West Pakistan. 78th annual edition. 528 pages. Commerce (1935) Ltd., in association with John Worrall Ltd., Oldham. 55s., including postage, from B & S Export Advertising Services Ltd., Central Works, Marlborough Street, Oldham, Lancashire.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
May 18 .	**Aircraft spares, electronic equipment**	**No. 14 Maintenance Unit, RAF, Carlisle**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Plant and stores including various aircraft and MT spares; vehicle doors; carburetters; fuel pumps; oil filters; cam boxes; governor assemblies; Bridges portable power shears; test sets; batteries; transformers; power units; control units; amplifiers; junction boxes; plugs and sockets; starter motors; wavemeters; generators; rectifiers; fan assemblies; receivers; battery chargers; dynamos; air blowers; oscillators; condensers; electronic valves; binoculars; telescopes; aircraft clocks; stop and pocket watches; compasses; barometers; thermometers; slide rules; micrometers; vernier calipers; oscilloscopes; air mileage units; engine stands; pallets; various paints; tools; chairs and tables; rack assemblies; telephone equipment; oxygen equipment; nuts, bolts and washers; welding electrodes; crimping tools; solder; cable; vices; waxed cardboard cylinders; insulating tape, etc.

May 23 & 24	**Machine tools, electronic equipment, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Electronic stores including amplifiers; alternators; test sets; transformers; valves; condensers, etc.; ball and roller bearings; machine tools including centre and capstan lathes; pillar and bench drills; circular and band saws; planing, punching and shearing machines; grinders; teleprinters and equipment; galvanized wire; wire rope; wireless equipment; trailer fire pumps; towing grit spreaders; miscellaneous furniture including tables; sideboards; wardrobes; dressing chests; bedside lockers, etc.; china and glassware; kitchenware; MT spares; tyres; various tools; telephone equipment; clothing and textiles including BD blouses; greatcoats; raincoats; boots and shoes; jackets; shorts and trousers; jerseys, jerkins and drawers; blankets; mattresses; old webbing, canvas and hessian; mixed rags; berets, etc.; trailer mounted generator sets; Lancia outboard motor; 550 binoculars; theodolites; steel and aluminium lockers; and a large assortment of other miscellaneous stores.

June 1 .	**Aircraft spares, photographic and electrical equipment, miscellaneous stores.**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Aircraft spares; ground equipment and spares; photographic equipment; electronic and electrical equipment and spares; binoculars; clothing and textiles; furniture; large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

Single spindle automatic; pillar and bench drills; plain, internal, universal and tool and cutter grinders; gear grinding and shaping machines; capstan, turret and centre lathes; horizontal, vertical and profile millers; thread grinding and milling machines; honing, sawing and tapping machines; sheet metal and woodworking machines; etc. Located at Ministry of Technology Storage Depot, Lily Lane, Byley, Nr. Middlewich, Cheshire. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence (A), Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., June 6, 1967.

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Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*
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HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+379	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	124	170	187	156	+ 93	+ 82	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	131	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter						109									
1966															
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February		131*				109									
March						110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter			139·3	+3·6	112·0*	133·5*	171·4	458	188		164	166	
1966													
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March			139·4	+3·5	111·2*	133·4*	171·9	467	184		157	156	
April					110·2*	133·3*		495	174				

*Provisional. †Not seasonally adjusted.

United Kingdom trade in the first quarter

(Provisional figures for United Kingdom trade in March and the first quarter were issued on April 13; this quarterly article provides a more detailed analysis of trends and includes references to prices and to the volume of trade, index numbers of which were published in last week's issue of the JOURNAL*).*

SUMMARY

EXPORTS IN THE first quarter were 1 per cent higher in value than in the previous quarter and 7 per cent higher than the average rate for last year. Imports in the first quarter were higher following the removal of the temporary import charge at the end of November last year but the increase appears to have been the counterpart of low figures before the charge was lifted. Taking the six months up to March together, the value of imports was about 2 per cent lower on average than in January – September last year.

Visible trade balance

There was a visible trade deficit in the first quarter of £7 million a month, seasonally adjusted. This compares with an average deficit during last year of £9 million a month and in 1965 of £22 million a month.

Exports

The strong rise in the value of exports since last summer brought the rate of exports in the first quarter (at £450 million a month, seasonally adjusted) to a level 7 per cent higher in value than the average for last year; the rise in volume over this period was also about 7 per cent, and there was a small rise in prices of about 1 per cent.

The area pattern of exports showed some unevenness in the first quarter. The rapid rise in exports to the United States over the past two years slowed down, reflecting a fall in deliveries of aircraft. Shipments to Western Europe continued to grow from the level in the middle of last year, though the bulk of the increase was in exports to the EFTA market and to other Western European countries outside the EEC. Exports to the EEC were affected by a fall in shipments to Western Germany and in total showed little increase. Deliveries to the sterling area increased further in the first quarter; the rise was almost entirely in exports to the developing sterling area countries.

The value of exports of most of the main commodity classes was higher in the first quarter than in the fourth quarter last year. Exports of metals and metal manufactures continued to rise as did exports of chemicals and cereals, and there was some recovery in shipments of road motor vehicles. Exports of machinery, however, fell back in the first quarter, although they were 5 per cent above the average level in 1966.

Note: The index numbers of volume and of unit values are calculated independently and, accordingly, changes which they show in volume and price, when taken together, may not always match exactly the change in value.

Imports

Imports in the first quarter averaged £524 million a month, seasonally adjusted; excluding arrivals of military aircraft from the United States they were £523 million a month. The underlying trend has been difficult to assess in recent months because of the sharp fall in imports before the removal of the temporary charge at the end of November and the substantial increase afterwards. Over the last six months, however, imports averaged £496 million and were 2 per cent lower than during the first nine months of last year; this fall arose partly from a small reduction in prices and partly from a reduction in the volume of imports, which was 1 per cent lower.

The decrease in imports (comparing the last six months with the previous nine) was in industrial materials, partly reflecting lower prices, and chemicals and other semi-manufactured goods – two categories formerly subject to the temporary charge – were also lower. Imports of finished manufactured goods, the third broad category of goods subject to the charge, rose by about 3 per cent, but part of this increase was due to higher prices. Imports of the food, drink and tobacco group showed little change. Imports of fuels were sharply higher in volume, but prices were lower, and the value showed a moderate rise of about 3 per cent.

By source, the decrease in imports in the last six months was experienced by several of the main groups of countries. The most marked fall was in arrivals from North America and the bulk of this decrease was in goods imported from the United States. There were smaller reductions in imports from the sterling area and from EEC countries but there was a slight rise in imports from EFTA countries.

Table 1 (A). United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1964	368		475	13	—45
1965	394		479	14	—22
1966	420		496	16	— 9
1965 1st quarter	384		457	13	—12
2nd quarter	381		484	13	—41
3rd quarter	399		487	15	—25
4th quarter	412		489	16	—11
1966 1st quarter	416		507	16	—24
2nd quarter	395		495	16	—34
3rd quarter	426		513	16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 7*
1966 October	444		474	18	+38
November	461		433	16	+92
December	427	503	502	16	— 7
1967 January	471	550	550	18	— 6*
February	453	522	522	15	— 1*
March	424	501	499	14	—12*
1966 4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 7*

* Estimated.

† Excluding transactions relating to US military aircraft financed by Exim Bank credit.

Table 1 (B).

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 January	450·7	579·7	16·2
February	438·6	488·0	13·3
March	443·9	543·2	16·9
1967 1st quarter	444·8	536·5	15·4

AREA PATTERN OF EXPORTS

North America

Exports to North America, at £75 million a month in the first quarter, were 1½ per cent higher than in the last quarter of 1966 and 6½ per cent higher than the average level in 1966. The slowing down of exports to this area compared with the performance over the last two years is primarily due to the decline in deliveries of aircraft to the United States.

Exports to the United States averaged £55 million a month in the first quarter, 1½ per cent more than in the fourth quarter and 5½ per cent higher than the average level last year. Deliveries of aircraft, at £2 million a month in the first quarter, were only about half the average monthly level in 1966. Exports of many other categories of manufactured goods, however, continued to expand strongly.

Shipments to Canada have been growing in recent years and this continued into the first quarter when exports rose by 7 per cent compared with the previous quarter, to £20 million a month.

Sterling area

The recovery of exports to the sterling area in the latter half of

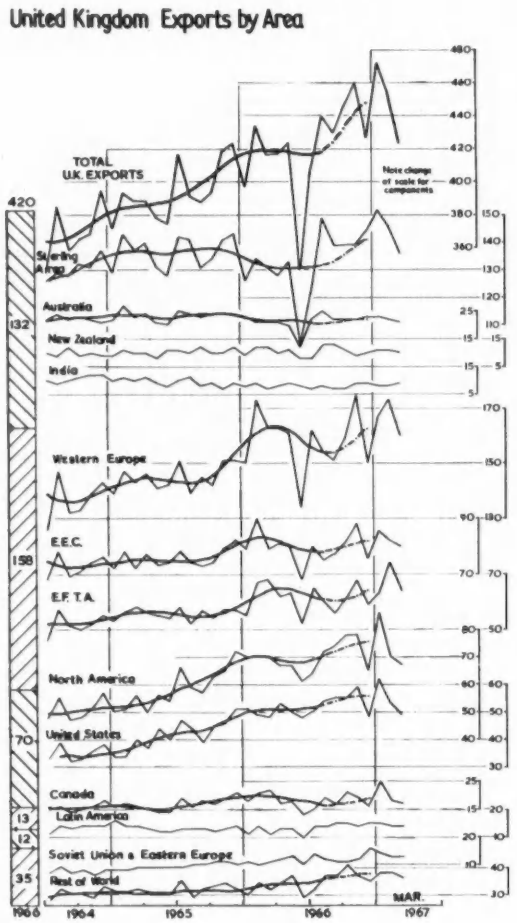


Table A. United Kingdom exports: areas (I)

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1966				1967			1966	1967
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
Sterling Area	130	121	137	140	152	146	136	140	145
Australia	22	18	23	23	23	22	21	23	22
New Zealand	11	10	11	10	11	11	10	10	11
India	8	8	7	8	8	8	9	8	8
South Africa Republic	18	17	22	24	23	26	23	24	24
Irish Republic	14	14	16	15	17	16	13	15	15
Western Europe	162	153	156	161	167	173	160	161	167
EEC	83	76	77	82	85	82	80	82	82
EFTA	63	59	60	63	63	74	64	63	67
Other	16	16	17	17	19	18	16	17	18
North America	70	65	70	73	86	70	67	73	75
USA and Dependencies	50	50	53	54	62	53	49	54	55
Canada	20	16	17	19	25	18	17	19	20
Latin America	12	12	14	15	15	14	14	15	14
Soviet Union and Eastern Europe	11	12	12	13	14	13	13	13	13
Rest of World	32	33	35	38	38	38	36	38	37
Total	416	395	426	444	471	453	424	444	450

(1) Burma is included with the 'Rest of the World' and from January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World'.

Table 2.
United Kingdom exports: By areas and countries, Sterling Area
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Sterling Area:			
Commonwealth Europe	7·9 (+ 5)	9·9 (+ 6)	8·6 (+ 0)
Cyprus	3·8 (+ 7)	4·9 (+ 5)	3·9 (–11)
Other Western Hemisphere	22·6 (+ 8)	24·5 (+ 2)	23·3 (– 2)
Jamaica	5·8 (+ 5)	6·3 (— 6)	6·1 (+ 5)
Trinidad	5·7 (— 6)	6·4 (— 8)	5·6 (–12)
Australasia & Pacific	95·1 (— 7)	103·2 (— 5)	98·2 (— 3)
Australia	62·1 (–11)	69·1 (— 5)	65·8 (— 2)
Seasonally adjusted	*62*	*68*	*66*
New Zealand	31·4 (+ 3)	32·1 (— 5)	30·7 (— 5)
Seasonally adjusted	*32*	*31*	*32*
Commonwealth Asia	79·6 (— 8)	89·3 (+ 7)	85·4 (+ 2)
India	23·4 (–22)	25·2 (+ 5)	23·9 (— 4)
Seasonally adjusted	*24*	*25*	*24*
Pakistan	12·5 (— 0)	15·0 (+18)	16·1 (+20)
Ceylon	6·0 (+28)	5·4 (+10)	5·4 (–12)
Malaysia (1)	12·2 (— 2)	13·8 (— 3)	11·3 (–13)
Singapore (1)	9·7	10·4	9·7 (— 8)
Hong Kong	15·2 (— 6)	19·2 (+19)	18·5 (+19)
Commonwealth West Africa	25·6 (–14)	31·6 (–13)	29·2 (+ 1)
Sierra Leone	2·3 (–12)	2·6 (+ 5)	2·2 (–10)
Ghana	6·4 (–26)	10·9 (–26)	8·8 (+15)
Nigeria	16·4 (–10)	17·3 (— 5)	17·5 (— 3)
Other Commonwealth Africa	24·7 (+25)	32·9 (+63)	33·2 (+46)
Zambia	6·3 (+71)	7·5 (+83)	7·1 (+28)
Malawi	1·5 (+88)	1·5 (+30)	1·4 (+ 5)
Tanzania	3·5 (+29)	4·3 (+54)	4·3 (+20)
Kenya	9·4 (+ 9)	15·1 (+81)	15·8 (+88)
Mauritius	1·3 (–20)	1·6 (+10)	1·7 (+20)
Commonwealth Middle East	7·4 (— 4)	8·2 (+11)	9·7 (+23)
Aden	3·4 (— 1)	3·0 (–17)	3·4 (–11)
Bahrain	1·8 (–22)	2·3 (+23)	2·1 (+ 4)
Non-Commonwealth Middle East	15·7 (+30)	19·4 (+32)	18·1 (+22)
Libya	6·8 (+35)	8·3 (+26)	6·9 (+ 1)
Jordan	2·2 (+15)	2·3 (— 7)	2·5 (+21)
Kuwait	6·0 (+30)	7·9 (+56)	7·8 (+52)
Other Sterling Area	102·9 (— 5)	121·6 (+ 1)	121·8 (+16)
Irish Republic	43·5 (— 2)	48·4 (+14)	45·8 (+ 3)
Seasonally adjusted	*44*	*46*	*46*
Iceland	1·9 (+13)	1·8 (— 6)	1·5 (— 3)
Republic of South Africa	57·2 (— 8)	70·7 (— 7)	73·9 (+27)
Seasonally adjusted	*58*	*73*	*72*
South West Africa	0·3 (–45)	0·6 (+29)	0·6 (+105)
Total Sterling	381·4 (— 3)	440·6 (+ 4)	427·5 (+ 8)
Seasonally adjusted	*388*	*421*	*434*

(1) Separate figures not available for 1965.

last year continued into the first quarter. At £145 million a month, they were 3 per cent higher than in the fourth quarter and about 9 per cent above the average for last year. The renewed growth last year was spread widely among sterling area markets, but the continued rise this year was almost entirely in exports to the smaller sterling area countries.

Exports to Australia in the first quarter, at £22 million a month, were about 2 per cent below the previous quarter (which may have included goods delayed by the seamen's strike) but 4 per cent above the average level in 1966. Exports to South Africa have made a widely based recovery since the first quarter of last year; at £24 million a month in the first quarter, they were only marginally below the fourth quarter of 1966 in spite of a fall of over £1½ million a month in exports of aircraft. Deliveries to the Irish Republic in the first quarter fell back slightly after their recovery in the second half of 1966, but remained well above their level at the beginning of 1966. Exports to India have been augmented by deliveries of ships and aircraft in the last nine months but there is little sign that the steady underlying decline of recent years has come to an end. Exports to the remaining sterling area countries continued their recovery from the levels of the middle of last year and were 5 per cent higher in the first quarter than in the last quarter of 1966.

Western Europe

Exports to Western Europe have recovered from the dip in the middle of last year; at £167 million a month in the first quarter they were 4 per cent higher than in the preceding quarter and 6 per cent above the average level in 1966. Exports to the Common Market countries rose by 1 per cent compared with the fourth quarter, to a level of £82 million a month. There was a fall, however, of 9 per cent in exports to Western Germany in the first quarter, a reflection of the lower rate of economic activity in that country. Shipments to France in the first quarter also fell back, although they were 5 per cent above the average level for last year. Shipments to Italy showed strong growth throughout 1966 and the first quarter of 1967, following the recovery in activity in the country after the period of economic restraint in 1964 and 1965. Exports to the Netherlands and to Belgium and Luxembourg have largely recovered from the fall in the middle of last year, although they are still slightly below the level of the first quarter of 1966.

Exports to EFTA countries in the first quarter were £67 million a month, an increase of 6½ per cent compared with the fourth quarter, and 8 per cent above the average level of 1966. Growth was particularly marked in exports to Norway and Denmark. Exports to Sweden were 2 per cent above the level in the fourth quarter after little growth throughout 1966.

Shipments to the rest of Western Europe expanded to £18 million a month, a rise of about 5 per cent compared with the preceding quarter. The growth was particularly marked in exports to Turkey and to a lesser extent to Greece.

Other areas

Exports to Latin America, at £14 million a month, fell by about 4 per cent in the first quarter compared with the preceding quarter, but remained well above their level of the first half of 1966. Shipments to the Soviet Union, which have been expanding steadily throughout the last two years, showed no further growth in the first quarter, although at £13 million a month they were 10 per cent higher than the average for 1966.

Rest of world

Exports to the remaining countries of the world as a group, which averaged £37 million a month, were a little lower than in the previous quarter. Exports to Japan showed a strong recovery throughout 1966, and although in the first quarter, at £6½ million a month, they fell back a little, they were 17 per cent higher than the average for last year.

(*Continued on next page*)

Table 2, *continued*

United Kingdom exports: By areas and countries. Non-Sterling Area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Non-Sterling Area:			
North America	202·2 (+23)	233·9 (+13)	200·0 (+ 3)
Seasonally adjusted	*205*	*220*	*224*
Canada	51·9 (+ 9)	59·2 (+ 2)	48·9 (— 8)
Seasonally adjusted	*53*	*56*	*60*
United States & Deps.	150·3 (+28)	174·7 (+18)	151·1 (+ 6)
Seasonally adjusted	*153*	*162*	*165*
Western Europe	466·0 (+ 9)	496·2 (+10)	509·8 (+ 2)
Seasonally adjusted	*470*	*483*	*501*
EFTA:			
including Finland	181·2 (+10)	196·0 (+15)	206·2 (+ 5)
Seasonally adjusted	*183*	*188*	*200*
Finland	18·8 (+ 5)	18·9 (+ 5)	20·2 (+ 8)
Sweden	56·9 (+ 5)	59·4 (+ 3)	58·4 (—11)
Seasonally adjusted	*58*	*55*	*57*
Norway	25·0 (+18)	31·9 (+40)	33·3 (+20)
Denmark & Greenland	33·1 (+ 5)	34·9 (+15)	39·7 (+14)
Switzerland & Liechtenstein	25·7 (+15)	28·0 (+25)	29·9 (+ 9)
Portugal, Azores & Madeira	11·8 (+17)	11·8 (+14)	13·9 (+ 7)
Austria	9·9 (+18)	11·2 (+17)	10·8 (+15)
EEC	234·9 (+ 5)	251·2 (+ 6)	249·3 (— 3)
Seasonally adjusted	*236*	*245*	*247*
Western Germany	62·6 (— 0)	65·1 (— 2)	58·2 (—16)
Seasonally adjusted	*63*	*63*	*57*
Netherlands	48·9 (+ 3)	49·7 (— 2)	51·1 (— 5)
Seasonally adjusted	*49*	*49*	*50*
Belgium & Luxembourg	45·3 (+ 9)	46·1 (+ 0)	51·0 (+ 1)
Seasonally adjusted	*47*	*43*	*48*
France	48·0 (+ 9)	52·8 (+18)	52·3 (+ 1)
Seasonally adjusted	*48*	*52*	*51*
Italy	30·1 (+12)	37·6 (+33)	36·6 (+18)
Seasonally adjusted	*31*	*37*	*37*
Other Western Europe:			
Spain, Canary Islands and Spanish Ports in North Africa	28·1 (+20)	27·9 (+10)	30·4 (+ 4)
Other	21·8 (+26)	21·1 (+21)	24·0 (+23)
Soviet Union and Eastern Europe	34·6 (+30)	42·5 (+26)	41·6 (+22)
Seasonally adjusted	*35*	*40*	*40*
Soviet Union	12·8 (+17)	11·3 (—20)	12·4 (— 3)
Other	21·8 (+39)	31·2 (+60)	29·2 (+37)
Latin America	37·8 (— 5)	45·9 (+17)	43·5 (+16)
Seasonally adjusted	*38*	*44*	*43*
Venezuela	5·9 (— 3)	5·7 (—11)	5·2 (—12)
Argentine Republic	5·5 (—18)	6·7 (— 2)	6·7 (+26)
Other	26·3 (— 2)	33·6 (+29)	31·7 (+20)
Other Non-Sterling	100·5 (— 1)	115·5 (+ 9)	112·1 (+10)
Seasonally adjusted	*101*	*114*	*111*
Middle East	50·0 (+ 9)	49·0 (— 0)	51·3 (— 1)
Israel	13·5 (+ 2)	11·5 (—12)	15·1 (— 1)
Africa	8·0 (—54)	9·2 (—41)	8·2 (— 6)
Asia	36·2 (+11)	49·7 (+47)	45·3 (+32)
Burma	2·0 (—14)	2·4 (+120)	1·6 (+17)
Japan	15·1 (+19)	19·4 (+56)	18·0 (+32)
Seasonally adjusted	*15*	*21*	*19*
Extra European Possessions of European Countries	6·4 (— 2)	7·6 (+ 6)	7·3 (+ 9)
Total Non-Sterling	841·1 (+10)	934·1 (+12)	907·0 (+ 4)
Seasonally adjusted	*849*	*902*	*920*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

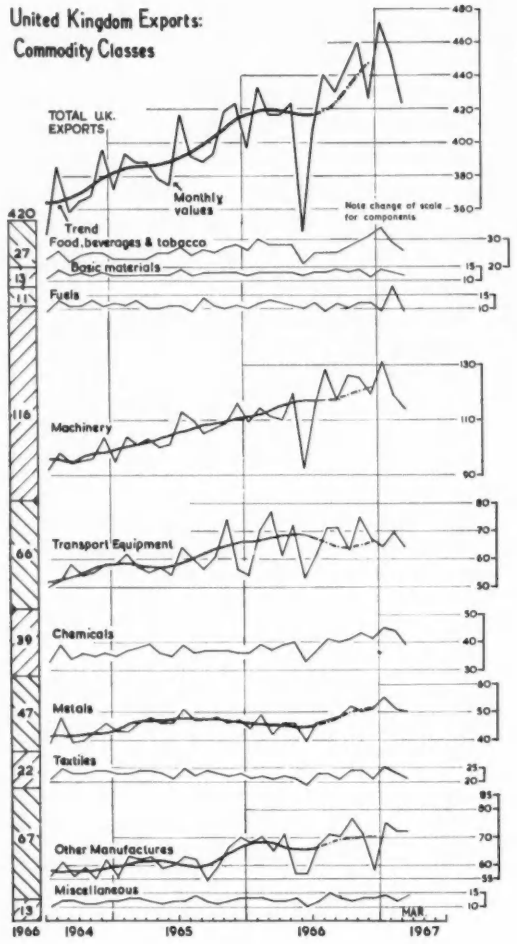


Table B. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1966				1967			1966	1967
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
Food, beverages and tobacco	28	26	25	29	34	29	26	29	30
Basic materials	13	13	13	13	14	13	12	13	13
Fuels	12	11	11	11	9	18	9	11	12
Manufactures	349	333	365	377	404	381	357	377	381
Non-electric machinery	83	81	90	92	98	87	85	92	90
Electric machinery	28	26	30	31	33	32	29	31	31
Road motor vehicles	47	46	51	48	53	51	49	48	51
Other transport equipment	20	16	16	20	11	19	18	20	16
Chemicals	37	37	39	42	45	44	39	42	43
Metals and misc. metal mfrs.	45	44	47	51	55	51	50	51	52
Textiles	21	21	22	23	25	23	21	23	23
Other	68	62	69	69	75	72	72	69	73
Clothing and footwear	5	5	6	7	7	7	6	7	6
Instruments	9	9	9	10	10	10	10	10	10
Miscellaneous	13	12	13	13	14	12	14	13	14
Total	416	395	426	444	471	453	424	444	450

COMMODITY PATTERN OF EXPORTS

Manufactures

Exports of manufactured goods rose by 1 per cent in the first quarter compared with the fourth quarter last year. The increase was fairly widely spread although one or two sectors showed reductions. Among these were ships and aircraft, deliveries of which declined slightly from the fourth quarter and were running at £12 million a month, some £3 million below the rate of 1966 as a whole. There was also a fall of 3 per cent in exports of non-electrical machinery, to £90 million a month in the first quarter. Exports of electrical machinery, at £31 million a month, showed no appreciable growth between the two quarters.

Shipments of road motor vehicles recovered from their low level in the last quarter of 1966 to £51 million a month in the first quarter, a rise of 5 per cent. The steady expansion of exports of chemicals through 1966 continued into the first quarter, and at £43 million a month they were 2 per cent higher than in the fourth quarter of last year. Exports of both iron and steel and non-ferrous metals grew rapidly in the second half of 1966, and this growth continued into the first quarter when they were 3 per cent higher than in the fourth quarter.

Exports of textiles showed little further increase in the first quarter after their recovery in the second half of 1966. The in-

Table 3.
United Kingdom exports: Machinery and transport equipment
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Machinery other than electric	254·2 (+11)	278·1 (+13)	275·1 (+ 5)
Seasonally adjusted	*253*	*277*	*269*
Aircraft engines	18·1 (+33)	16·9 (+17)	16·8 (+ 6)
Internal combustion engine other than aircraft	25·8 (+ 0)	29·7 (+ 3)	30·5 (+ 9)
Other power generating equipment	6·8 (— 0)	10·8 (+15)	8·9 (+14)
Tractors	27·6 (+17)	28·7 (— 4)	26·2 (—10)
Other agricultural machinery	8·1 (+ 6)	6·1 (+ 1)	7·9 (— 8)
Office machines	18·4 (+76)	21·9 (+63)	19·6 (+ 4)
Metal working machinery	13·6 (—17)	15·0 (+ 9)	14·6 (+ 1)
Textile leather machinery	23·7 (+ 9)	27·0 (+24)	24·8 (— 5)
Machines for special industries	30·6 (— 2)	32·7 (+ 4)	32·4 (+ 3)
Heating and cooling equipment	10·5 (+25)	11·2 (+21)	14·0 (+53)
Pumps, centrifuges, etc.	12·6 (+ 1)	13·1 (— 7)	14·4 (+ 4)
Mechanical handling equipment	11·1 (+ 6)	14·4 (+33)	13·5 (+17)
Other machinery	47·3 (+17)	50·7 (+18)	51·8 (+ 8)
Electrical machinery	82·8 (+ 1)	97·8 (+16)	94·1 (+ 8)
Seasonally adjusted	*84*	*94*	*94*
Electric power machinery	12·3 (+ 3)	14·4 (+ 6)	14·6 (+ 5)
Switchgear	8·7 (— 7)	10·0 (+ 6)	10·1 (+10)
Electric distribution equipment	9·0 (+ 4)	11·1 (+40)	9·4 (+ 7)
Televisions, radios	1·8 (— 3)	2·3 (+14)	1·9 (—10)
Other telecommunication equipment	19·2 (+ 5)	21·8 (+28)	21·0 (+ 8)
Domestic electric equipment	6·4 (—20)	9·2 (+13)	7·3 (+ 2)
Other electrical machinery	25·3 (+ 5)	29·1 (+11)	29·8 (+13)
Transport equipment	196·7 (+12)	201·7 (+ 3)	202·3 (— 1)
Road motor vehicles	144·0 (+ 2)	144·2 (— 0)	156·0 (+ 7)
Seasonally adjusted	*144*	*145*	*153*
Cars and chassis	61·2 (— 3)	50·7 (—16)	64·6 (+ 7)
Commercial vehicles and chassis	33·8 (+ 5)	37·0 (+ 6)	35·5 (+ 1)
Aircraft and parts	31·5 (+83)	35·6 (+22)	27·1 (— 7)
Ships and boats	11·3 (+56)	13·8 (+12)	9·5 (—47)
Machinery and transport equipment	533·6 (+10)	577·6 (+10)	571·6 (+ 3)
Seasonally adjusted	*533*	*578*	*569*

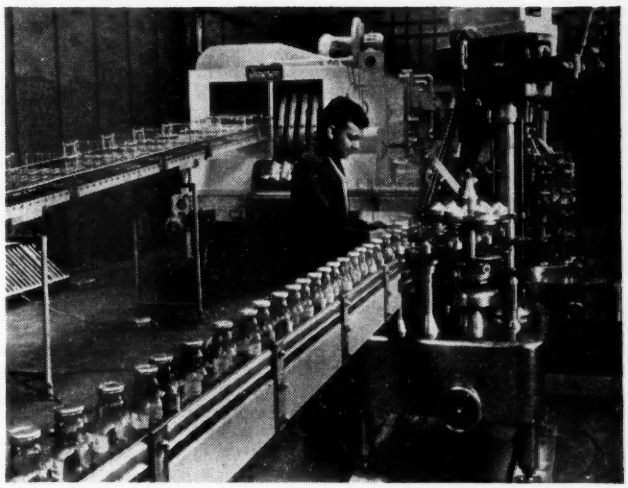
crease in exports of the other manufactured goods category which, at an average of £73 million in the first quarter, were 6 per cent above the previous quarter, was partly due to deliveries of precious stones which had been low in the fourth quarter.

Other Goods

Exports of food and live animals rose 13 per cent in the first quarter compared with the previous quarter, with exports of barley continuing to make a major contribution. Shipments of beverages and tobacco, which were particularly high in the fourth quarter, fell in the first quarter. Exports of fuels rose 6 per cent between the two periods, reflecting exceptionally high exports in February.

Table 4.
United Kingdom exports: Other manufactures
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Chemicals	113·6 (+ 4)	127·9 (+13)	128·8 (+12)
Seasonally adjusted	*114*	*125*	*128*
Chemical elements and compounds	26·7 (— 2)	30·7 (+22)	30·5 (+13)
Dyeing, tanning and colouring materials	13·3 (— 1)	16·5 (+16)	15·0 (+12)
Medicinal and pharmaceutical products	18·0 (+ 8)	19·0 (+13)	20·5 (+13)
Essential oils, toilet, polishing and cleaning preparations	9·6 (+ 8)	11·4 (+ 5)	11·2 (+24)
Fertilizers	1·8 (—15)	2·4 (+40)	3·0 (+26)
Plastic materials	21·6 (+ 9)	24·3 (+ 1)	23·9 (+ 7)
Manufactured goods classified chiefly by material	302·4 (+ 2)	340·9 (+ 7)	339·7 (+ 8)
Seasonally adjusted	*308*	*325*	*342*
Leather, leather manufactures, etc.	8·2 (+ 9)	8·6 (+ 6)	7·8 (— 6)
Rubber manufactures	11·6 (— 0)	13·1 (+ 9)	13·0 (+ 9)
Wood and cork manufactures, etc.	1·2 (—21)	1·3 (— 7)	1·4 (+11)
Paper	12·9 (+ 5)	15·3 (+12)	14·2 (+ 5)
Textile manufactures	63·6 (— 8)	70·0 (+ 3)	68·1 (+ 3)
Seasonally adjusted	*64*	*68*	*69*
Wool yarns and woven fabrics	20·7 (— 7)	22·1 (+ 0)	20·4 (— 5)
Cotton yarns and woven fabrics	9·1 (—13)	10·2 (— 2)	9·6 (+ 2)
Man-made fibre yarns and woven fabrics	13·3 (—10)	14·9 (+10)	16·3 (+17)
Miscellaneous textile manufactures	20·5 (— 4)	22·8 (+ 3)	21·9 (+ 3)
Non-metallic mineral manufactures, n.e.s.	71·6 (+21)	71·4 (+ 5)	82·5 (+ 7)
Pottery and glass	10·8 (+ 3)	12·9 (+16)	12·3 (+16)
Precious stones	52·0 (+31)	48·6 (+ 2)	60·8 (+ 6)
Iron and steel	52·0 (—10)	59·0 (— 4)	59·3 (+14)
Non-ferrous metals	44·3 (+ 9)	58·4 (+29)	51·0 (+15)
Miscellaneous metal manufactures	37·1 (— 4)	43·9 (+11)	42·3 (+10)
Miscellaneous manufactured articles	90·5 (+ 5)	107·8 (+10)	98·6 (+ 8)
Seasonally adjusted	*92*	*103*	*105*
Clothing and footwear	15·9 (+ 4)	21·6 (+14)	17·9 (+14)
Seasonally adjusted	*16*	*20*	*19*
Scientific instruments	27·4 (+11)	31·5 (+19)	31·2 (+ 9)
Seasonally adjusted	*27*	*31*	*31*
Printed matter	12·5 (+ 1)	14·1 (+ 2)	13·0 (+ 6)



A bottling line valued at £16,000 including packing is being supplied to the National Iranian Oil Company in Teheran by Dawson Bros. Ltd., Gomersal, Cleckheaton, Yorks. Shown in the foreground is the filling and capping machine, while behind it is the Dawson bottle and crate washer.

Table 5.
Other exports
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Food and live animals	40·8 (+ 9)	46·0 (+10)	47·7 (+ 2)
Seasonally adjusted	*42*	*41*	*46*
Live animals	5·8 (—39)	5·4 (—35)	5·1 (—33)
Cereals and cereal preparations	10·1 (+103)	11·2 (+60)	15·6 (+36)
Sugar and sugar preparations	5·2 (—13)	5·9 (+ 4)	5·5 (+ 7)
Beverages and tobacco	35·3 (+ 8)	52·7 (+16)	33·7 (+ 4)
Seasonally adjusted	*37*	*46*	*43*
Whisky	26·1 (+10)	42·2 (+17)	24·4 (+ 1)
Tobacco and tobacco manufactures	5·4 (+ 7)	5·8 (+18)	5·5 (+ 4)
Crude materials and animal and vegetable oils and fats	38·5 (+ 3)	38·5 (— 1)	39·7 (— 1)
Seasonally adjusted	*38*	*38*	*39*
Wool tops	7·2 (— 0)	7·1 (— 3)	6·8 (—10)
Other textile fibres	14·2 (+ 2)	13·3 (—12)	14·6 (— 6)
Mineral fuels, lubricants and related materials	32·7 (— 2)	36·2 (+ 9)	36·7 (— 3)
Seasonally adjusted	*34*	*34*	*36*
Coal, coke and briquettes	5·0 (—19)	5·0 (—29)	4·0 (—37)
Petroleum products	25·5 (+ 4)	28·7 (+19)	29·7 (+ 1)

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

Imports of food, beverages and tobacco in the six months to the end of March showed little change over the average rate in the first nine months of last year, either in value or volume. However, they tended to increase in the course of the last six months and in the first quarter were at a rate some 3 per cent greater than the average for last year.

Imports of food in the six months to March were 1 per cent lower in value than the rate in the first nine months of last year. The whole of the reduction occurred in the closing months of last year and there was a generally higher level in the first quarter, with the rate some 2 per cent above the average level of last year. Comparing the six months to March with the first nine months of last year, there was a fall in imports of meat and cereals, but increases in imports of dairy produce and of fruit and vegetables.

The removal of the import charge at the end of November had a significant effect on imports of beverages; in the six months to March they were on average 10 per cent higher in value than in the first nine months of last year.

Tobacco imports have been affected by the Rhodesian situation. There was a sharp rise in the value of these imports in the last six months, reflecting increased quantities of higher priced tobacco imported from North America.

Imports by Commodity Classes

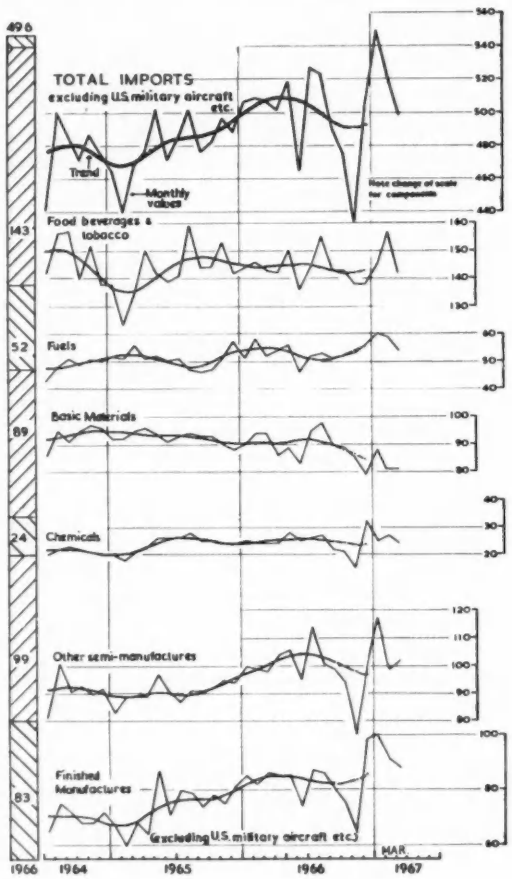


Table 6.
Imports: Food, beverages and tobacco
£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Food and live animals	398·4 (+ 2)	380·3 (— 6)	419·0 (+ 2)
Seasonally adjusted	*398*	*383*	*400*
Live animals	11·7 (+ 1)	14·4 (+10)	11·6 (— 2)
Meat and meat preparations	97·7 (+ 5)	81·3 (— 7)	94·9 (— 1)
Seasonally adjusted	*96*	*87*	*90*
Beef and veal	20·0 (+ 3)	17·0 (—22)	14·5 (—11)
Th. tons	71 (+ 3)	71 (—13)	62 (— 0)
Mutton and lamb	19·9 (— 8)	7·7 (—26)	25·0 (— 5)
Th. tons	91 (— 7)	42 (—17)	119 (— 2)
Bacon	30·7 (+15)	30·8 (+ 7)	31·2 (+11)
Th. tons	100 (+ 1)	98 (— 3)	98 (+ 1)
Dairy products and eggs	46·3 (— 6)	56·2 (— 7)	58·1 (+ 8)
Seasonally adjusted	*47*	*51*	*52*
Butter	32·9 (— 7)	39·7 (— 4)	39·0 (+ 0)
Th. tons	105 (+ 2)	129 (+ 0)	128 (+ 3)
Fish and fish preparations	14·3 (—12)	19·2 (+ 0)	18·2 (+13)
Raw sugars	24·1 (+ 5)	24·4 (— 0)	21·3 (+ 0)
Th. tons	549 (+ 6)	484 (— 9)	537 (+11)
Cocoa beans	4·0 (+ 8)	2·9 (+150)	8·1 (+34)
Th. tons	30 (+28)	15 (+49)	41 (—21)
Tea and mate	25·0 (— 2)	24·4 (—22)	30·3 (+10)
Th. tons	59 (— 4)	53 (—19)	73 (+11)
Cereals and feeding stuff for animals	73·7 (— 3)	69·2 (—13)	74·7 (— 3)
Seasonally adjusted	*74*	*70*	*74*
Fruit and vegetables	81·4 (+10)	70·2 (+ 6)	82·5 (+ 2)
Seasonally adjusted	*79*	*80*	*83*
Beverages and tobacco	30·3 (+ 1)	47·9 (+ 4)	29·3 (+ 2)
Seasonally adjusted	*37*	*36*	*43*
Beverages	13·3 (+ 8)	14·6 (— 7)	12·5 (+26)
Tobacco and tobacco manufactures	17·0 (— 4)	33·3 (+ 9)	16·8 (—11)
Seasonally adjusted	*23*	*23*	*29*

Table C. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 1st quarter	507		144	54	216	92	24	99	84		8
2nd quarter	495		142	52	213	86	26	102	82		6
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 January	550	550	145	60	231	88	25	117	100	100	9
February	522	522	157	59	207	81	27	99	91	91	7
March	501	499	142	54	208	81	24	102	90	88	5
1966 4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7

Industrial materials

Imports of industrial materials in the six months to March fell in value by about 6 per cent compared with the first three quarters of last year, and the volume fell by a similar amount. This group comprises basic materials and semi-manufactured goods and both categories showed a fall. This downward movement reflects the Government economic measures and their effect on industrial production and on stockbuilding.

The decrease in imports of basic materials in the six months to March compared with the first three quarters of last year was 8 per cent in value. Prices were about 3 per cent, and the volume was down by about 5 per cent. Lower imports of metalliferous ores, wood pulp and textile fibres were recorded but imports of wood and lumber were higher.

Imports of semi-manufactures in the six months to March compared with the first nine months of last year were 4 per cent lower in value. Prices rose a little between these two periods and the fall in volume was about 5 per cent. The pattern of these imports, which except for non-ferrous metals and diamonds were generally subject to the import charge, was affected during the last six months by the lifting of the charge at the end of November; they fell sharply in the last quarter of 1966 and increased in the first quarter, though by March the rate had eased back. Taking the last six months as a whole, there was a reduction in nearly all categories of semi-manufactured goods when compared with the first nine months of last year. Among goods which were chargeable, imports of chemicals were 3 per cent less and imports of other semi-manufactures fell by about 4 per cent. Most of the fall in imports of other semi-manufactures was in non-ferrous metals.

Table 7.

Imports: Materials and fuels

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Crude materials	254·2 (— 3)	236·1 (— 8)	233·1 (— 8)
Seasonally adjusted	*256*	*236*	*232*
Oil seeds, oil nuts and oil kernels	11·2 (— 6)	11·2 (—16)	8·7 (—28)
Seasonally adjusted	*12*	*11*	*9*
Wood, lumber and cork	47·0 (—17)	53·2 (+ 5)	32·5 (+12)
Seasonally adjusted	*47*	*50*	*48*
Sawn softwood	35·8 (—17)	42·0 (+10)	23·7 (+22)
Th. standards	401 (—18)	476 (+12)	276 (+28)
Woodpulp	33·8 (— 4)	32·6 (— 2)	31·5 (— 7)
Th. tons	740 (— 1)	719 (+ 1)	673 (— 8)
Wool and other animal hair and tops	34·1 (+ 2)	21·6 (—30)	37·0 (— 7)
Seasonally adjusted	*34*	*24*	*31*
Raw wool	30·7 (+ 4)	17·9 (—32)	33·7 (— 8)
Th. tons	65 (+ 2)	38 (—32)	74 (— 5)
Raw cotton	12·1 (— 4)	10·6 (+ 2)	10·8 (—22)
Th. tons	53 (+ 0)	49 (+ 9)	49 (—20)
Metalliferous ores and scraps	48·1 (— 4)	45·4 (—12)	45·8 (— 5)
Iron ore	18·0 (—15)	15·7 (—24)	14·1 (—16)
Th. tons	4,119 (—14)	3,604 (—20)	3,336 (—13)
Hides and skins	17·3 (+25)	14·8 (+ 2)	15·6 (—30)
Crude rubber	12·0 (+ 1)	10·0 (—14)	12·8 (+ 4)
Animal and vegetable oils and fats	16·5 (+ 0)	13·8 (— 7)	14·8 (—12)
Seasonally adjusted	*17*	*16*	*17*
Chemicals	75·7 (+ 8)	67·5 (— 7)	83·2 (+ 6)
Seasonally adjusted	*75*	*68*	*77*
Manufactured goods classified chiefly by material	305·9 (+14)	267·8 (— 5)	328·7 (+ 8)
Seasonally adjusted	*305*	*267*	*318*
Wood manufactures	17·5 (+ 1)	13·8 (—21)	21·7 (+28)
Newsprint paper and board	34·8 (+12)	28·9 (— 4)	40·1 (+19)
Cotton yarns and fabrics	14·6 (+ 4)	11·6 (—18)	17·8 (+ 0)
Other textile manufactures	27·0 (+14)	22·5 (— 8)	28·8 (— 5)
Iron and steel	22·2 (+16)	21·1 (+ 4)	26·6 (+13)
Th. tons	386 (+31)	400 (+25)	453 (+14)
Non-ferrous metals	108·9 (+22)	95·1 (— 4)	95·2 (—12)
Copper	57·2 (+30)	49·7 (+ 8)	51·0 (— 8)
Th. tons	133 (—10)	110 (—22)	116 (—18)
Aluminium	18·9 (+10)	19·3 (+ 6)	16·7 (—13)
Total industrial materials (1)	652·3 (+ 6)	585·2 (— 6)	659·8 (+ 1)
Seasonally adjusted	*653*	*588*	*644*
Mineral fuels, lubricants and related materials	158·5 (+ 2)	151·5 (+ 4)	177·2 (+ 8)
Crude petroleum	108·9 (— 0)	100·1 (+ 4)	117·5 (+ 8)
Th. tons	17,117 (+ 7)	17,210 (+ 8)	20,176 (+18)
Petroleum products	44·5 (+ 9)	46·2 (+ 6)	52·5 (+ 7)
Th. tons	5,140 (+ 8)	5,886 (+ 9)	6,262 (+ 4)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

Fuels

The volume of fuel imports rose strongly, by some 11 per cent, between the first nine months of last year and the six months ending in March. The trend in the volume of these imports has been firmly upwards over the years. At the same time, and especially in the last two years, c.i.f. prices have been falling, and the rise in value in the six months to March was limited to 3 per cent. The shift in the composition of fuel imports from refined petroleum products to crude oil has continued.

Finished manufactures

With the lifting of the import charge, it is difficult to determine the trend in imports of finished manufactures at present. They were low before the charge was lifted and sharply higher afterwards, though easing back a good deal by March. In the six months to March they increased by 3 per cent in value and 2 per cent in volume when compared with the first nine months of last year. The increase was partly in imports of machinery, which were 5 per cent higher in value, and partly in miscellaneous manufactured goods (most of which are consumer goods) which went up by 7 per cent. A considerable fall was recorded in imports of transport equipment but the movement of this group, which includes ships and aircraft, tends to be erratic.

Table 8.

Imports: Finished manufactures

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Consumer goods (1)	69·7 (+15)	61·2 (— 0)	78·8 (+13)
Cars and motor cycles	8·8 (+25)	4·6 (—35)	9·2 (+ 6)
Other durable goods	18·0 (+ 9)	15·9 (— 7)	20·7 (+19)
Works of art	5·7 (+ 3)	6·8 (+ 0)	6·7 (+ 7)
Clothing and footwear	23·3 (+22)	21·1 (+19)	28·8 (+19)
Other consumer goods	13·9 (+14)	12·7 (+ 1)	13·4 (+ 3)
Other mainly capital goods	183·1 (+17)	171·8 (+ 1)	216·2 (+14)
Machinery	134·0 (+19)	129·0 (+ 9)	159·1 (+13)
Aircraft and aircraft engines	14·7 (+34)	13·1 (—10)	17·4 (+26)
Ships and boats	2·9 (—50)	0·8 (—91)	5·6 (+26)
Instruments	13·3 (+13)	12·3 (+12)	15·1 (+19)
Other	18·2 (+18)	16·7 (— 5)	19·0 (+ 4)
Total finished manufactures (2)	252·8 (+17)	233·0 (+1·0)	295·0 (+14)
Seasonally adjusted (a)	*251*	*238*	*281*
(b)	*251*	*236*	*278*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) S.I.T.C. revised sections 7 and 8.
(*a*) Including US military aircraft, etc.
(*b*) Excluding US military aircraft, etc.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

SOURCES OF IMPORTS

The downward trend in imports in the last six months was reflected in reductions spread over nearly all the main trading areas.

Sterling area

Imports from the sterling area in the six months to March fell back by 3 per cent when compared with the first three quarters of last year. The greater part of the fall was in imports from Australia which showed a drop of more than 20 per cent (mainly in meat and dairy products) but there were also moderate falls in imports from India and New Zealand. Imports from the other sterling area countries, however, were higher.

North America

In recent years total imports from North America have been rising moderately with the increase entirely in imports from the

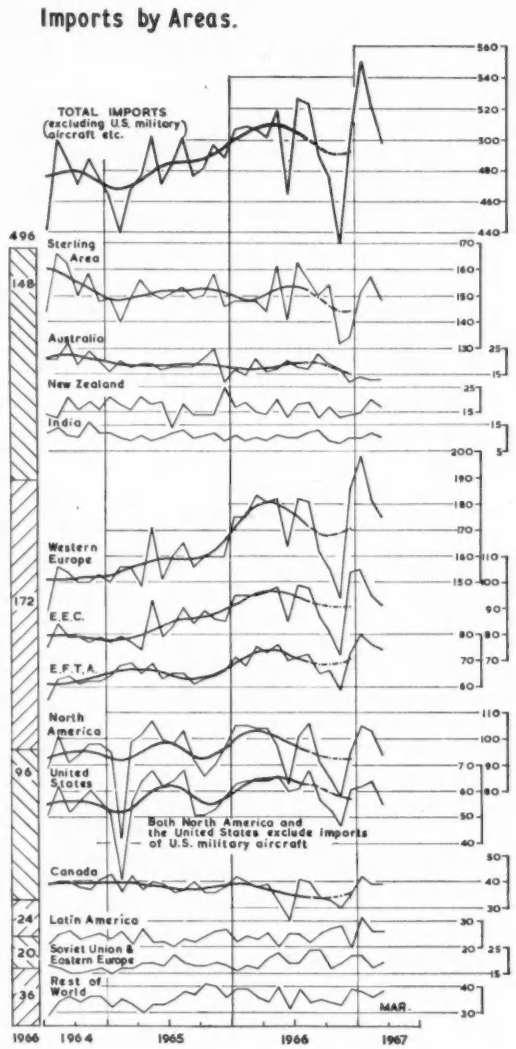


Table 9.

Imports: By areas and countries. Sterling Area

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Sterling Area:			
Jamaica	8·4 (+ 2)	3·9 (+24)	8·8 (+17)
Trinidad	6·4 (—11)	3·1 (+ 1)	6·9 (+12)
Australia	54·4 (+ 0)	45·0 (—21)	41·6 (—25)
Seasonally adjusted	*55*	*47*	*40*
New Zealand	50·5 (— 7)	35·6 (—22)	63·8 (+ 2)
Seasonally adjusted	*49*	*42*	*52*
India	30·0 (— 2)	29·8 (—19)	34·3 (+ 6)
Seasonally adjusted	*32*	*27*	*32*
Pakistan	8·5 (+25)	6·3 (— 8)	8·7 (—30)
Ceylon	10·1 (— 4)	6·1 (—43)	9·6 (+ 7)
Malaysia (1)	8·4 (+ 1)	7·0 (—12)	6·7 (—20)
Singapore (1)	4·0 (+ 1)	3·8 (—12)	5·0 (+17)
Hong Kong	20·5 (+14)	19·2 (+16)	22·5 (+ 6)
Ghana	4·8 (— 1)	4·2 (+44)	6·7 (+51)
Nigeria	28·7 (+ 1)	26·5 (— 2)	28·7 (— 6)
Zambia	18·8 (+ 1)	23·7 (+15)	18·0 (—13)
Malawi	2·3 (+49)	2·5 (+12)	1·8 (—19)
Kenya	5·0 (+19)	4·8 (+34)	5·5 (+ 4)
Middle East	53·0 (— 5)	46·0 (+22)	53·9 (+11)
Irish Republic	45·2 (+ 9)	50·3 (+10)	49·9 (+12)
Republic of South Africa	49·2 (+ 9)	44·2 (— 4)	56·3 (+22)
Other	47·3 (+22)	49·9 (+19)	52·4 (+26)
Total Sterling Area	455·6 (+ 2)	411·8 (— 4)	481·0 (+ 4)
Seasonally adjusted	*453*	*420*	*456*

(1) Separate figures not available for 1965.

Table D. Imports: areas (I)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excl. US military aircraft, etc.	Sterling Area: Total	Australia	New Zealand	India	Western Europe: Total	EEC	EFTA	North America: Total	Excl. US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excl. US military aircraft, etc.	Canada	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 1st quarter		507	148	18	17	10	178	95	71		105		64	40	23	17	38
2nd quarter		495	149	17	15	10	176	93	73		95		63	32	23	21	35
3rd quarter		513	156	19	16	11	175	95	69		99		62	39	24	22	36
4th quarter	470	470	140	16	14	9	162	85	66	86	85	54	53	32	25	19	35
1967 January	550	550	151	14	15	10	198	105	80	105	105	62	62	42	31	22	38
February	522	522	157	13	20	12	182	95	76	104	103	65	64	39	26	17	36
March	501	499	148	13	17	10	175	91	74	97	94	57	55	39	26	19	38
1966 4th quarter	470	470	140	16	14	9	162	85	66	86	85	54	53	32	25	19	35
1967 1st quarter	524	523	152	13	17	11	185	97	76	102	101	61	60	40	27	19	37

(1) Burma is included with the 'Rest of the World' and from January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World'.

United States and those from Canada falling. In the past six months, however, there was a reduction of nearly 7 per cent in imports from North America as a whole, compared with the first three quarters of last year. The greater part of this fall was in imports from the United States, which were down by about 10 per cent. Imports from Canada were 2 per cent less.

Western Europe

The rise in imports from Western Europe in the early part of last year, which was associated with the increase in imports of manufactured goods, seems to have levelled out. In the six months to March of this year, there was a reduction of about 2 per cent in imports from Western Europe compared with the average of the first nine months of last year. The whole of the reduction was in imports from the Common Market countries which were down by 3 per cent; imports from the EFTA countries rose slightly.

Table 9 continued.

Imports: By areas and countries. Non-Sterling Area

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1966	4th quarter 1966	1st quarter 1967
Non-Sterling Area:			
North America	288·0 (+ 4)	284·2 (— 5)	300·3 (— 0)
Seasonally adjusted (a)	*299*	*257*	*305*
(b)	*299*	*256*	*302*
Canada	107·4 (— 6)	103·2 (—12)	105·6 (+ 1)
Seasonally adjusted	*110*	*97*	*120*
United States & Deps.	180·6 (+11)	181·0 (— 1)	194·7 (— 1)
Seasonally adjusted (a)	*189*	*161*	*184*
(b)	*189*	*159*	*181*
Western Europe	525·5 (+12)	492·5 (+ 0)	567·4 (+ 6)
Seasonally adjusted	*528*	*485*	*554*
Free Trade Association (including Finland)	212·7 (+ 9)	202·7 (+ 3)	228·9 (+12)
Seasonally adjusted	*214*	*199*	*229*
Finland	31·3 (+ 7)	29·2 (+ 3)	28·5 (+17)
Sweden	55·8 (+ 4)	49·8 (— 6)	61·3 (+15)
Norway and Spitzbergen	29·9 (+15)	30·2 (+ 9)	30·4 (+ 1)
Denmark and Greenland	51·8 (+ 8)	50·7 (+ 2)	52·7 (+ 5)
Switzerland and Leichtenstein	25·5 (+20)	23·2 (+ 7)	30·9 (+14)
Portugal, Azores and Madeira	11·2 (+ 9)	13·3 (+25)	15·3 (+21)
Austria	7·2 (+23)	6·2 (—11)	9·8 (+32)
Economic Community	283·3 (+16)	253·8 (— 2)	303·7 (+ 2)
Seasonally adjusted	*283*	*255*	*290*
Western Germany	77·8 (+19)	68·5 (— 2)	85·4 (+ 6)
Netherlands	74·1 (+10)	69·0 (+ 1)	74·8 (— 2)
Belgium and Luxembourg	33·7 (+10)	30·8 (— 2)	36·5 (— 1)
France	54·8 (+21)	48·0 (—12)	58·8 (+ 2)
Italy	42·9 (+18)	37·5 (+ 5)	48·3 (+ 5)
Spain, Canary Islands and Spanish ports in North Africa	18·3 (+ 6)	25·2 (+15)	23·8 (— 0)
Other	11·2 (+ 2)	10·9 (— 4)	10·9 (—12)
Soviet Union and Eastern Europe	59·5 (+12)	62·6 (+ 4)	52·7 (+15)
Seasonally adjusted	*60*	*57*	*58*
Soviet Union	30·0 (+ 9)	35·5 (— 2)	21·5 (+13)
Other	29·5 (+15)	27·1 (+12)	31·2 (+16)
Latin America	72·7 (+ 1)	64·8 (— 4)	82·7 (+18)
Seasonally adjusted	*70*	*74*	*82*
Venezuela	15·0 (—17)	13·4 (—30)	16·6 (— 6)
Argentine Republic	18·8 (+ 1)	14·1 (— 8)	23·4 (+19)
Other	38·8 (+11)	37·2 (+13)	42·7 (+30)
Other non-sterling	111·4 (+ 1)	100·2 (—16)	125·3 (— 1)
Seasonally adjusted	*110*	*106*	*112*
Middle East	48·5 (+ 6)	44·4 (— 2)	57·4 (— 1)
Japan	19·5 (+ 3)	18·7 (—13)	23·2 (+18)
Other	43·5 (— 6)	37·2 (—29)	44·7 (— 8)
Total Non-Sterling	1,057·1 (+ 8)	1,004·3 (— 3)	1,128·3 (+ 4)
Seasonally adjusted (a)	*1,067*	*980*	*1,111*
(b)	*1,067*	*978*	*1,108*
Total All Countries	1,512·6 (+ 6)	1,416·1 (— 3)	1,609·4 (+ 4)
Seasonally adjusted (a)	*1,515*	*1,410*	*1,572*
(b)	*1,515*	*1,409*	*1,569*

(a) Including U.S. military aircraft, etc.,
(b) Excluding U.S. military aircraft, etc.,

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe, after rising appreciably for some years, eased backed in the six months to March of this year, by about 4 per cent, compared with the first three quarters of last year.

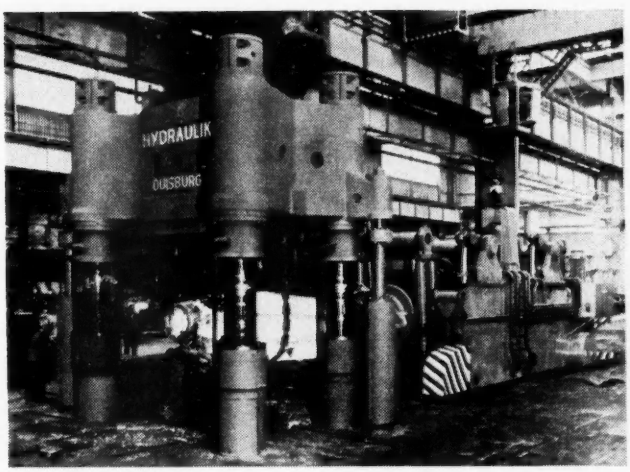
Latin America

The decline in imports in recent years from Latin America appears to have been halted in 1966, and in the six months ending March this year they were 11 per cent above the level during the first nine months of 1966. This increase was attributable in the main to higher meat imports from the Argentine Republic and an abnormally high level of imports of copper from Chile, due to larger quantities being imported at higher prices.

Rest of World

There was little change in the level of imports in recent months from countries in the 'Rest of the World'.

(Continued on next page)



This 4,000-ton forging press, recently commissioned at the Rochling steelworks in the Saar, operates on a direct oil hydraulic drive engineered by Towler Hydraulic (MI Group) of Rodley, Leeds. The press, claimed to be the most modern and largest oil driven forging press on the Continent, forms part of a new plant laid down for the forging of high alloy steels.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

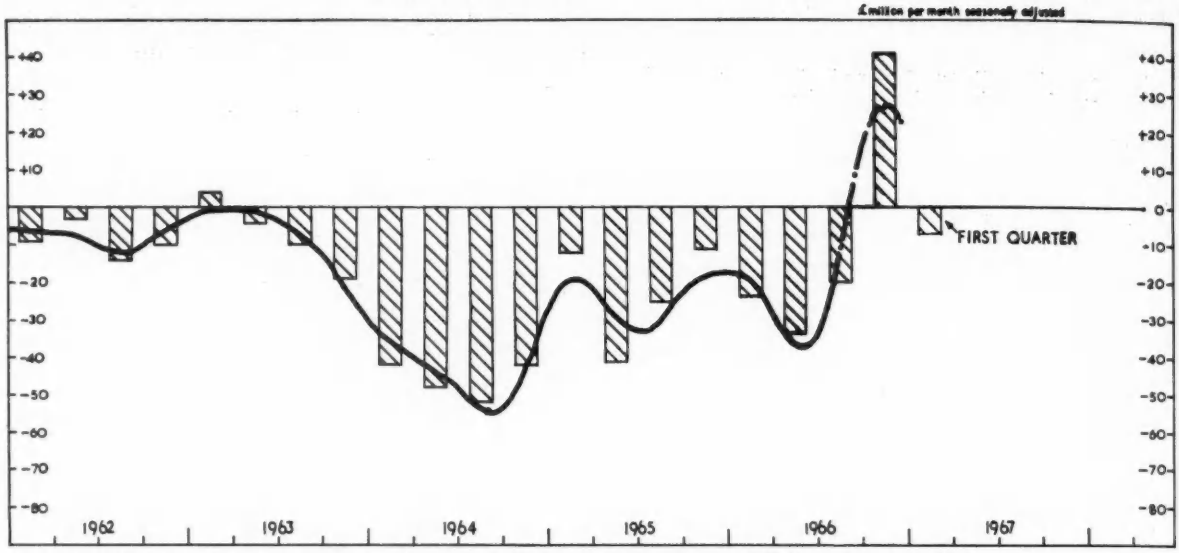
Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used.) A provisional trend for the first four of the last seven months is shown by a broken line.

UNITED KINGDOM TRADE, *continued*

NOTES

Detailed particulars of United Kingdom imports, exports and re-exports were published on April 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for May, due to be published on or about May 26.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1961-1966 it averaged £150 million a year.

(*b*) *Purchases of US military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is to be shown in the quarterly balance of payments statistics published in 'Economic Trends'.

* Accounts relating to the Overseas Trade of the United Kingdom, March 1967, HMSO price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO, price 4s. by post 4s. 5d. Annual subscription £2 14s., included postage.

Bank rate cut

BANK RATE was reduced by ½ per cent to 5½ per cent on May 4, the third cut this year.

New companies registered in Northern Ireland

IN THE MONTH of March 1967, 23 new private companies having a total nominal capital of just over £168,000 and one company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-March 1967 64 companies with a total nominal capital of almost £404,000 were registered as compared with 79 companies with a total nominal capital of almost £401,000 registered in the same period of 1966.

Northern Ireland index of industrial production

THE provisional index of industrial production for Northern Ireland for February, 1967, prepared by the Ministry of Commerce is 131 (1963 – 100). This is 8 points higher than for January, 1967, and 8 points higher than for February, 1966.

The index numbers for the main industrial groups for February, 1967, with the increase or decrease on February, 1966, shown in brackets are: textiles 130 (−2 points); clothing 101 (−9); engineering and metals 147 (+21); food, drink and tobacco 94 (−); timber and furniture 100 (+2); mineral products 133 (+21); other manufacturing industries 176 (+16); construction 136 (+12); gas, electricity and water 159 (+8).

Cinema admissions and takings in February

DURING FEBRUARY the weekly average of admissions to cinemas in Great Britain was 5.6 million, not 5.8 million as published in the April 14 issue of the *Board of Trade Journal*. The weekly average of gross box office takings was correctly shown as £1.20 million.

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom Exports			
	Year 1965	Jan.-Sept. 1966	4th qtr. 1966	1st qtr. 1967	Year 1965	Jan.-Sept. 1966	4th qtr. 1966	1st qtr. 1967
0. Food and Live Animals . . . . . Total	392·8	398·4	380·3	419·0	38·7	40·8	46·0	47·7
00 Live animals	11·9	11·7	14·4	11·6	9·2	5·8	5·4	5·1
01 Meat and meat preparations	91·9	97·7	81·3	94·9	2·5	3·3	2·9	3·3
02 Dairy products and eggs	52·0	46·3	56·2	58·1	2·6	3·1	2·7	2·8
03 Fish and fish preparations	16·9	14·3	19·2	18·2	2·5	2·4	2·7	2·4
04 Cereals and cereal preparations	57·9	56·7	51·5	57·3	5·5	10·1	11·2	15·6
05 Fruit and vegetables	72·0	81·4	70·2	82·5	2·8	3·3	5·3	3·8
06 Sugar, sugar preparations and honey . . .	25·6	26·6	27·3	24·3	5·9	5·2	5·9	5·5
07 Coffee, cocoa and preparations, tea and spices .	38·9	41·2	36·7	49·5	3·3	3·0	4·3	3·3
08 Feeding stuff for animals	18·9	17·0	17·7	17·4	1·5	1·7	2·6	2·8
09 Miscellaneous food preparations	6·6	5·6	5·6	5·1	2·8	2·8	3·0	2·8
1. Beverages and Tobacco . . . . . Total	34·2	30·3	47·9	29·3	35·8	35·3	52·7	33·7
11 Beverages	13·2	13·3	14·6	12·5	30·8	30·0	46·9	28·2
12 Tobacco	21·0	17·0	33·3	16·8	5·0	5·4	5·8	5·5
2. Crude Materials, Inedible . . . . . Total	261·2	254·2	236·1	233·1	36·1	36·9	37·0	37·9
21 Hides, skins and fur skins, undressed . . .	13·9	17·3	14·8	15·6	1·3	1·7	2·0	2·0
22 Oil seeds, oil nuts and oil kernels	12·3	11·2	11·2	8·7	0·1	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	11·8	12·0	10·0	12·8	2·7	3·1	2·7	2·5
24 Wood, lumber and cork	55·1	47·0	53·2	32·5	0·2	0·2	0·2	0·2
25 Pulp and waste paper	34·8	33·8	32·6	31·5	0·5	0·4	0·5	0·5
26 Textile fibres, not manufactured and their waste .	58·2	59·2	42·9	61·0	21·5	21·4	20·4	21·4
27 Crude fertilizers and minerals	12·5	13·5	13·6	12·0	5·1	5·8	6·3	5·9
28 Metalliferous ores and metal scrap	50·4	48·1	45·4	45·8	3·7	3·3	3·7	4·3
29 Crude animal and vegetable materials . . .	12·2	12·1	12·4	13·3	1·1	1·1	1·1	1·1
3. Mineral Fuels, Lubricants, etc. . . . . Total	152·3	158·5	151·5	177·2	33·4	32·7	36·2	36·7
33 Petroleum and petroleum products	149·6	155·2	147·9	171·8	26·9	27·6	31·2	32·6
Coal, coke, gas and electric energy	2·7	3·3	3·6	5·3	6·4	5·1	5·0	4·0
4. Animal and Vegetable Oils and Fats . . . Total	16·1	16·5	13·8	14·8	1·7	1·5	1·5	1·8
5. Chemicals . . . . . Total	70·8	75·7	67·5	83·2	110·4	113·6	127·9	128·8
51 Chemical elements and compounds	29·9	31·0	29·7	36·1	26·7	26·7	30·7	30·5
53 Dyeing, tanning and colouring materials . . .	4·0	4·2	3·9	4·6	13·6	13·3	16·5	15·0
54 Medical and pharmaceutical products . . .	2·8	3·5	4·0	3·6	16·7	18·0	19·0	20·5
55 Essential oils and perfume materials . . .	3·8	4·3	3·7	4·5	9·4	9·6	11·4	11·2
56 Fertilizers, manufactured	4·9	4·7	3·9	6·6	2·0	1·8	2·4	3·0
58 Plastic materials and artificial resins . . .	13·7	16·0	11·3	15·9	20·8	21·6	24·3	23·9
All other chemical materials and products . .	11·8	12·0	11·0	11·9	21·1	22·6	23·7	24·7
6. Manufactured Goods Classified Chiefly by Material . Total	271·9	305·9	267·8	328·7	302·7	302·4	340·9	339·7
61 Leather, leather manufactures and dressed furs . .	6·6	7·6	6·1	6·5	7·6	8·2	8·6	7·8
62 Rubber manufactures, n.e.s.	3·2	3·9	3·0	3·7	11·7	11·6	13·1	13·0
63 Wood and cork manufactures (excluding furniture) .	17·4	17·5	13·8	21·7	1·5	1·2	1·3	1·4
64 Paper, paperboard and manufactures thereof . .	30·7	34·8	28·9	40·1	12·7	12·9	15·3	14·2
65 Textile yarn, fabrics and articles	37·9	41·6	34·0	46·6	68·6	63·6	70·0	68·1
66 Non-metallic mineral manufactures	53·8	56·6	53·2	73·6	61·2	71·6	71·4	82·5
67 Iron and steel	19·5	22·2	21·1	26·6	58·6	51·9	59·0	59·3
68 Non-ferrous metals	91·7	108·9	95·1	95·2	41·9	44·3	58·4	51·0
69 Manufactures of metal, n.e.s.	11·1	12·8	12·4	14·8	39·0	37·1	43·9	42·3
7. Machinery and Transport Equipment . . . Total	151·6	173·9	159·0	205·7	496·8	533·6	577·6	571·6
71 Machinery other than electric	92·6	109·3	101·6	129·0	233·1	254·2	278·1	275·1
72 Electrical machinery, apparatus and appliances .	31·6	37·6	37·6	43·4	82·6	82·7	97·8	94·1
73 Transport equipment	27·4	27·0	19·7	33·4	181·0	196·7	201·7	202·3
8. Miscellaneous Manufactured Articles . . . Total	69·0	78·8	74·0	89·3	89·5	90·5	107·8	98·6
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·3	1·4	1·3	3·2	2·9	3·1	3·0
82 Furniture	2·1	2·1	1·7	2·5	3·6	3·7	3·8	3·7
83 Travel goods, handbags and similar articles . .	1·0	1·1	0·8	1·0	0·7	0·6	0·8	0·7
84 Clothing	14·3	17·3	16·9	20·7	12·4	12·2	16·2	13·5
85 Footwear	4·5	6·0	4·3	8·1	3·8	3·7	5·4	4·4
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	18·0	20·1	17·9	22·4	25·1	27·4	31·5	31·2
89 Miscellaneous manufactured articles, n.e.s. . .	27·7	30·9	31·0	33·2	40·6	40·0	47·0	42·1
5-8 Manufactured Goods . . . . . Total	563·3	634·4	568·3	706·9	999·4	1,040·2	1,154·3	1,138·6
9. Commodities and Transactions not Classified according to Kind . . . . . Total	17·9	20·3	18·2	29·1	37·1	35·1	46·9	38·1
TOTAL ALL SECTIONS	1,437·8	1,512·6	1,416·1	1,609·4	1,182·0	1,222·5	1,374·6	1,334·5

Operating and traffic statistics of the United Kingdom airways corporations and private companies

Calendar year 1966

DURING THE YEAR 1966 both BOAC and BEA offered a 12 per cent increase over 1955 in capacity. BOAC's increase was 15 per cent on Western and 9 per cent on Eastern routes. For BEA this was a 12 per cent increase on international and 11 per cent on domestic services. The increase of 17 per cent in capacity offered by the private companies was represented by an increase of 8 per cent on international and 42 per cent on domestic services.

Both the corporations and the private companies showed increases in the traffic they carried that were in each case larger than the increases in the capacities they had to offer and as a result load factors rose. BOAC's traffic increase was 18 per cent on Western and 12 per cent on Eastern routes. BEA reported a larger increase in their international traffic (16 per cent) than in their domestic services (5 per cent). It was the opposite with private companies, which showed increases of 14 per cent on international and 36 per cent on domestic services.

The increased capacity offered and traffic carried by the private companies on their domestic services was mainly due to the operation of new trunk routes in 1966.

The airlines generally have had to contend with the introduction of high-speed inter-city rail services this year in competition with their domestic services.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	Calendar Year 1966	% change on Year 1965	Calendar Year 1966	% Change on Year 1965	Calendar Year 1966	% change on Year 1965	Calendar Year 1966	% change on Year 1965
Scheduled Services:								
Aircraft miles flown (000)	143,804	+ 4·8	64,802	— 1·9	50,705	+11·3	28,297	+11·0
Passengers carried (No.)	12,058,633	+ 1·0	1,447,992	+11·5	7,229,021	+ 7·8	3,381,620	+18·2
Passenger miles (000)	8,290,988	+11·8	4,804,916	+ 9·9	2,654,119	+11·9	831,953	+23·3
Available seat miles (000)	13,751,295	+ 6·9	8,009,675	+ 2·8	4,203,869	+11·1	1,537,751	+19·9
Passenger load factor %	60·3	57·7 (1)	60·0	56·1 (1)	63·1	62·7 (1)	54·1	52·6 (1)
Freight carried (short tons)	359,941	+18·2	43,460	+28·6	116,974	+22·3	199,507	+14·0
Mail carried (short tons)	24,763	+12·5	7,179	+12·9	16,497	+11·6	1,087	+24·4
Load short ton miles (000)	1,092,253	+14·9	681,082	+15·0	295,160	+12·7	116,011	+20·2
Capacity short ton miles (000)	2,050,801	+12·4	1,352,684	+11·9	496,252	+11·9	201,865	+17·1
Overall load factor %	53·3	52·1 (1)	50·4	49·0 (1)	59·5	59·1 (1)	57·5	56·0 (1)
Non-scheduled Services:								
Aircraft miles flown (000)	55,204	+19·7	3,086	—34·4	3,051	+18·7	49,067	+26·3
Capacity short ton miles (000)	587,936	+25·8	54,242	—13·7	35,563	+38·0	498,131	+31·5

(1) 1965 actual load factors.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	December 1966 (1) (3)	% change on December 1965	December 1966 (1)	% change on December 1965	December 1966	% change on December 1965	December 1966	% change on December 1965
Scheduled Services:								
Aircraft miles flown (000)	10,792	+ 8·6	5,659	+ 4·0	3,625	+17·6	1,508	+ 6·9
Passengers carried (No.)	683,360	+11·1	116,425	+ 8·7	439,396	+ 8·2	127,539	+25·7
Passenger miles (000)	605,126	+16·3	410,792	+16·3	151,980	+13·1	42,354	+30·2
Available seat miles (000)	1,041,221	+ 6·3	666,798	+ 1·4	286,338	+14·8	88,085	+21·0
Passenger load factor %	58·1	53·1 (2)	61·6	53·7 (2)	53·1	53·9 (2)	48·1	44·7 (2)
Freight carried (short tons)	23,184	+ 8·3	4,258	+25·1	9,543	+10·9	9,383	— 0·1
Mail carried (short tons)	2,844	+ 9·1	1,011	+32·3	1,725	+ 0·5	108	—14·3
Load short ton miles (000)	88,288	+18·7	63,480	+20·8	18,264	+11·9	6,544	+18·3
Capacity short ton miles (000)	164,485	+11·1	117,837	+ 9·3	34,773	+16·2	11,875	+14·8
Overall load factor %	53·7	50·2 (2)	53·9	48·7 (2)	52·5	54·6 (2)	55·1	53·5 (2)
Non-scheduled Services:								
Aircraft miles flown (000)	2,952	+11·9	229	+51·7	240	+56·9	2,483	+ 6·3
Capacity short ton miles (000)	33,966	+41·6	3,805	110·3	2,491	+62·5	27,670	+34·0

(1) November 27-December 31, 1966. (2) December 1965 actual load factors. (3) Includes BOAC's figures for the period.

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Coin production at the Royal Mint

PRODUCTION OF COINS at the Royal Mint during 1966 totalled more than 1,400 million pieces, an 11 per cent increase over the previous highest total in 1965. Exports went to a record number of 35 Commonwealth and foreign countries.

Coinage for overseas governments represented 55 per cent of the year's output, comprised 109 denominations and totalled more than 774 million pieces. Orders for completely new coinages were received from the Bahamas, the Gambia, Ghana, Guyana, Kenya, New Zealand, Qatar and Dubai, Tonga, Trinidad and Tobago and Uganda. Other countries supplied included Bhutan, Burma, El Salvador, the Irish Republic, Iceland, Kuwait, Malaya, Panama, Sierra Leone, Tanzania, Venezuela and Vietnam.

OVERSEAS STERLING AREA TRADE SUMMARY

Increase in exports of overseas sterling countries in 1966

BETWEEN 1965 and 1966 exports from the overseas sterling area grew by 7 per cent, a slightly faster rate than a year earlier, with growth accelerating during the second half of 1966. Imports remained at about the same level as in 1965.

Developments in the fourth quarter of 1966

Exports increased in the final quarter of 1966 but not as quickly as in the third quarter. The rise was almost entirely attributable to increased trade between the countries of the overseas sterling area, though exports to the non-sterling area maintained their steady upward trend. Imports showed a slight decrease compared with the previous quarter when they had risen particularly sharply, the non-sterling area accounting for all the reduction.

Exports from overseas sterling countries in 1966

The value of total exports (£6,142 million) from the overseas sterling countries in 1966 was almost 7 per cent more than in 1965; an increase of about 3 percentage points on the growth rate which occurred between 1964 and 1965. This higher rate was concentrated in the second half of the year and was, as in 1965, mainly attributable to a rise in exports to the non-sterling area which reached £3,753 million (an increase of £401 million, 12 per cent). Exports to North America and the European Economic Community rose by £132 million (15 per cent) and £108 million (11 per cent) respectively. Exports to the United Kingdom rose by £22 million (2 per cent), but trade between the overseas sterling countries fell by £30 million (3 per cent). The growth of exports to Soviet Eastern Europe and the People's Republic of China was not maintained in 1966, and, in fact, a decrease of £54 million (14 per cent) was recorded for these markets.

In 1966 the quantity exported of many of the major export commodities shown in Table C did not reach the level attained in 1965. However, the overseas sterling area's earnings from the export of these commodities was £50 million higher than in the previous year. Exports of jute goods accounted for an additional £45 million, a rise of 29 per cent mostly attributable to higher prices. Copper earnings also increased by £45 million (21 per cent), although the quantity exported was considerably less than in 1965. Raw wool exports rose by £31 million, mainly attributable to an increase in price, and earnings of meat and meat preparations increased by £19 million (8 per cent) in spite of a slight decline in the amount exported. A substantial rise in world demand for raw coffee led to increased export earnings of £17 million (26 per cent) and exports of natural rubber accounted for a rise of £14 million (6 per cent).

These gains were, however, offset by some heavy reductions. Earnings from wheat fell by £41 million (30 per cent); a sharp decline in the quantity exported due to the prolonged drought in Australia was counteracted to only a slight extent by higher prices. Exports of raw cocoa showed a considerable decrease, and this, together with a drop in price, led to a fall in earnings of £42 million (36 per cent). Reductions in the quantity of tea and raw cotton exported and lower prices for these commodities also accounted for reduced earnings amounting to £23 million (12 per cent) and £6 million (9 per cent) respectively. The value of lead exports fell by £2 million, price reductions offsetting the increased quantities exported.

Exports from individual overseas sterling countries in 1966

Nearly all the main overseas sterling countries increased their exports in 1966 compared with 1965. The largest individual rise of £84 million (17 per cent) was recorded for South Africa, with the increase concentrated in the second half of the year. Hong Kong followed closely with an increase of £65 million (16 per cent) also particularly marked in the second half of the year; £60 million (22 per cent) went to the non-sterling area but here trade with Soviet Eastern Europe and the People's Republic of China decreased by 4 per cent. Exports from Australia rose by £40 million (4 per cent); increased shipment of goods to the United States, Canada and Japan offset the decline in wheat exports to the United Kingdom, Soviet Eastern Europe, the People's Republic of China and the United Arab Republic. A rise of £25 million (13 per cent) was achieved by exports from Pakistan with increases of £8 million (46 per cent) to the United States, £8 million (30 per cent) to EEC countries, and £11 million (169 per cent) to Soviet Eastern Europe; a fall of £5 million (30 per cent) occurred in her exports to the People's Republic of China. After showing an upward trend in the third quarter, New Zealand's exports decreased considerably

(*Continued on page* 1221)

Table A. Overseas sterling area trade

(SEASONALLY ADJUSTED VALUES) £ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1963								
1st quarter	315	205	668	1,189	357	220	868	1,443
2nd quarter	332	207	713	1,253	370	222	928	1,522
3rd quarter	344	220	771	1,334	375	230	931	1,535
4th quarter	356	234	756	1,347	380	246	959	1,588
1964								
1st quarter	366	235	794	1,395	381	251	1,012	1,642
2nd quarter	377	257	807	1,441	394	259	1,033	1,690
3rd quarter	374	259	773	1,406	391	285	1,089	1,763
4th quarter	373	261	805	1,438	405	260	1,153	1,819
1965								
1st quarter	375	271	818	1,464	440	271	1,144	1,858
2nd quarter	361	260	835	1,457	420	262	1,195	1,879
3rd quarter	355	255	871	1,480	437	268	1,191	1,892
4th quarter	372	257	872	1,501	423	258	1,167	1,848
1966 (a)								
1st quarter	379	220	900	1,500	408	246	1,197	1,852
2nd quarter	357	230	906	1,495	375	238	1,101	1,715
3rd quarter	360	234	970	1,562	425	257	1,234	1,912
4th quarter	359	250	976	1,585	425	259	1,208	1,892

(a) Excluding Rhodesia.

Table B. Overseas sterling countries' trade by direction

PERCENTAGE CHANGE BETWEEN 1965 and 1966 (i)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+2	—3	+15	+11	+11	+12	+7
Imports	—3	—3	—	—3	+ 6	+ 2	—

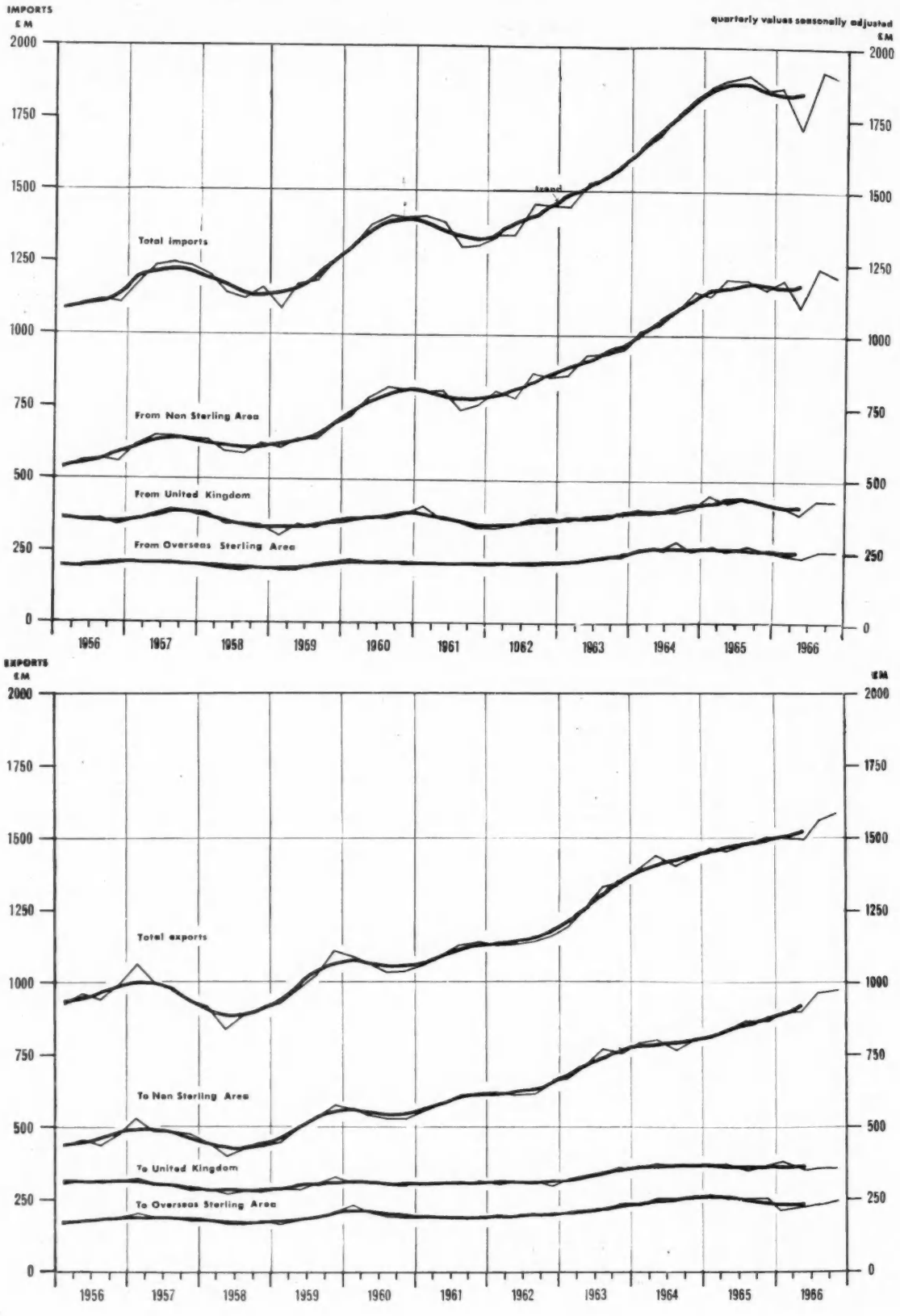
(i) Comparison made with 1965 figures which exclude Rhodesia.

Table C. Exports of some major commodities from the overseas sterling area

	Unit of quantity	Exports in 1966			
		Quantity		Value	
		Unit	% change on a year earlier (i)	£ million	% change on a year earlier (i)
Raw wool	lbs. million	2,403·7	+ 1	507·4	+ 7
Raw cotton	lbs. million	774·3	— 4	64·9	— 9
Raw jute	tons '000	688·4	— 4	66·3	+ 1
Wheat	tons '000	4,304·6	—34	93·8	—30
Raw sugar	tons '000	4,076·8	+ 5	134·1	—
Lead	tons '000	459·2	+21	38·7	— 4
Tin	tons '000	82·7	— 2	113·5	— 3
Copper	tons '000	680·6	—15	255·0	+21
Raw cocoa	tons '000	615·9	—22	74·3	—36
Raw coffee	lbs. million	734·3	+23	84·4	+26
Tea	lbs. million	939·1	— 8	167·2	—12
Natural rubber	tons '000	1,375·0	+ 6	244·4	+ 6
Cotton piece-goods	yds. million	1,196·0	— 4	81·1	— 6
Jute goods	tons '000	1,145·7	+ 2	202·5	+29
Meat and meat preparations	cwts. million	22·0	+ 1	271·2	+ 8

(i) Comparison made with 1965 figures which exclude Rhodesia.

Trade of the Overseas Sterling Area



in the fourth quarter; nevertheless, the value of her earnings in 1966, compared with 1965, rose by £24 million (7 per cent). There was an increase to the non-sterling area of £35 million (23 per cent); £16 million (37 per cent) to the United States, £14 million (75 per cent) to Japan and £4 million (129 per cent) to Soviet Eastern Europe. New Zealand's exports to the United Kingdom dropped by £12 million (7 per cent). The Irish Republic's export earnings rose by £20 million (9 per cent) with increased shipments of £12 million (8 per cent) and £8 million (85 per cent) to the United Kingdom and the United States. Other countries which increased their exports were Tanzania £21 million (32 per cent) and Nigeria £15 million (6 per cent).

These gains were to some extent counteracted by a decline in exports from India and Ceylon, particularly in the second half of the year. This was mainly due to a drop in tea exports of £39 million (7 per cent) from India and £18 million (13 per cent) from Ceylon. India's exports to the United Kingdom fell by £17 million (15 per cent), to the overseas sterling area by £15 million (17 per cent) and to the United States by £5 million (4 per cent).

Imports into overseas sterling countries in 1966

Imports into overseas sterling countries last year were virtually the same as in 1965, although the second quarter showed a marked decrease. Imports from the non-sterling area increased slightly, but imports from the United Kingdom and imports of the overseas sterling countries from each other fell, in both cases, by 3 per cent.

Imports by individual overseas sterling countries in 1966

A number of the main overseas sterling countries reduced the value of their imports during 1966. The most significant decrease was India, whose imports fell by £95 million (9 per cent), mainly in the second half of the year; the value of imports was also affected by a 36.5 per cent devaluation of the rupee in June 1966. Decreases were recorded of £38 million (32 per cent) from the United Kingdom, £34 million (32 per cent) from Western Germany and £23 million (6 per cent) from the United States. The only increase was in her imports from Canada, which rose by £21 million (120 per cent). Pakistan's imports decreased by £51 million (14 per cent) with reductions of £37 million (28 per cent) and £20 million (25 per cent) in imports from the United States and EEC respectively. Imports from the United Kingdom also fell by £7 million (13 per cent) but rose from Soviet Eastern Europe and the People's Republic of China. The value of South Africa's imports also showed a substantial decrease of £34 million (4 per cent), the reduction occurring mainly in the first and second quarters of the year. Nigeria greatly increased her imports in the third quarter but over the year as a whole they showed a drop in value of £10 million (4 per cent).

The most outstanding increase in the year was the rise of £71 million (13 per cent) in Hong Kong's imports; the majority of this

(*Continued on next page*)

Table D—Overseas sterling countries' imports from industrial countries (i)

1965 COMPARED WITH 1966

Imports from / Imports into	United Kingdom	Germany	EEC including Germany	EFTA (excluding United Kingdom)	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 1965 £m.	318	69	148	46	329	96	941	1,187
(b) 1966 £m.	285	65	144	48	334	108	923	1,151
(c) Percentage change	—11	—6	—2	+5	+2	+12	—2	—3
Hong Kong:								
(a) £m.	60	17	48	17	68	97	291	560
(b) £m.	63	17	49	17	74	115	319	631
(c) %	+5	—3	+3	+3	+8	+19	+10	+13
Irish Republic:								
(a) £m.	188	24	57	14	40	4	314	372
(b) £m.	193	22	50	13	45	4	316	373
(c) %	+3	—9	—11	—8	+13	—8	+1	—
New Zealand:								
(a) £m.	137	12	25	10	62	24	259	378
(b) £m.	141	12	27	9	61	23	262	391
(c) %	+3	+7	+6	—6	—1	—4	+1	+3
Pakistan:								
(a) £m.	55	52	82	9	138	37	322	373
(b) £m.	48	33	61	14	102	28	255	321
(c) %	—13	—37	—25	+45	—26	—23	—21	—14
Trinidad and Tobago:								
(a) £m.	28	2	5	2	37	2	74	170
(b) £m.	27	2	6	2	32	2	70	163
(c) %	—3	+3	+18	+33	—14	+18	—5	—4
Overseas Sterling Area (ii):								
(a) (iii) £m.	1,724	522	1,100	248	1,562	586	5,257	7,494
(b) (iii) £m.	1,633	475	1,051	259	1,552	571	5,099	7,372
(c) (iii) %	—3	—8	—3	+6	—	—2	—2	—

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Provisional.
(iii) Excluding Rhodesia.

Table 1—Direction of trade of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling countries	Total Non-Sterling countries	WORLD
A. IMPORTS									
1961	363	213	578	226	189	46	318	779	1,358
1962	353	214	567	255	187	46	343	831	1,398
1963	371	230	601	298	202	51	371	922	1,522
1964	393	264	657	378	230	58	406	1,072	1,729
1965 (b)	431	267	698	390	275	62	448	1,176	1,873
1966 (b)	408	250	658	388	263	65	469	1,185	1,843
1965 1st quarter	443	262	704	326	269	62	457	1,113	1,817
2nd quarter	426	269	695	436	279	60	432	1,207	1,902
3rd quarter (b)	430	277	707	422	275	62	449	1,208	1,915
4th quarter (b)	426	260	686	377	277	64	455	1,174	1,860
1966 1st quarter (b)	410	236	646	392	257	64	452	1,164	1,810
2nd quarter (b)	379	241	620	357	246	63	446	1,112	1,732
3rd quarter (b)	418	264	682	429	278	62	481	1,250	1,932
4th quarter (b)	426	258	685	375	270	70	499	1,213	1,898
B. EXPORTS (c) (d)									
1961	314	196	510	156	165	21	257	599	1,109
1962	310	198	509	176	175	21	259	630	1,139
1963	337	217	554	192	206	25	305	727	1,281
1964	373	253	625	199	238	29	329	795	1,420
1965 (b)	366	261	627	216	254	34	346	849	1,477
1966 (b)	364	233	597	248	276	36	379	938	1,535
1965 1st quarter	370	267	637	192	253	33	341	819	1,456
2nd quarter	372	262	634	220	267	32	349	868	1,502
3rd quarter (b)	344	260	605	229	239	34	340	843	1,448
4th quarter (b)	378	255	633	223	257	36	352	867	1,500
1966 1st quarter (b)	374	215	590	220	274	35	374	902	1,491
2nd quarter (b)	368	231	598	249	255	36	373	942	1,540
3rd quarter (b)	349	239	588	270	268	35	368	941	1,529
4th quarter (b)	365	248	613	253	276	38	401	968	1,582

(a) Not including Finland. (b) Partly estimated. (c) Exports include re-exports. (d) Exports of Middle East oil are excluded throughout the tables.

OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

increase took place in the third quarter. Imports from the non-sterling area rose by 15 per cent with increases of £18 million from Japan and £28 million from the People's Republic of China (a rise of 19 per cent in each case). Ceylon's imports rose by £41 million (35 per cent). The rate of increase was not so pronounced in the second quarter as in other quarters but in the second half of the year imports were 50 per cent higher than in the same period in 1965. Among other countries who increased their imports were Kenya by £23 million (26 per cent), Tanzania by £15 million (27 per cent) and New Zealand by £13 million (3 per cent).

Imports from industrial countries

The overseas sterling area's imports from industrial countries in 1966, compared with 1965, decreased by £86 million (nearly 2 per cent). As will be seen from Table D, the EFTA share of the overseas sterling area market showed an increase, but imports from the United Kingdom, EEC, North America and Japan all decreased.

Of the main countries for whom firm figures are available, Hong Kong, with a rise of £29 million (10 per cent) mainly from Japan and North America, was the only country substantially to

(*Continued on page* 1223)

Table 2. Trade of the Commonwealth and sterling area

Quarters or quarterly averages in £ million

	1963	1964	1965	1966	1965				1966				1967
					1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter
IMPORTS (*a*):													
Australia	220	265	297	288	285	291	319	292	294	271	312	274	305
Ceylon	28	37	28	38	24	35	27	24	33	41	40	38	
Kenya, Tanzania (*c*), Uganda	38	39	46	56	44	45	47	49	51	51	59	64	
Ghana	33	30	40	38	35	30	44	51	44	22	44	44(*d*)	
Hong Kong	116	134	140	158	140	141	131	148	140	146	172	173	176
India	221	252	259	235	250	258	268	259	259	226	236	218(*n*)	
Irish Republic	77	87	93	93	93	99	88	91	90	86	97	99	
Jamaica	20	25	26	29	24	29	25	28	27	25	32	31(*n*)	
Malaya	44	47	49	49	50	50	49	46	49	49	49	49(*d*)	
Mediterranean Territories (*e*)	23	22	24	26	22	23	24	28	25	25	25	28(*g*)	
New Zealand	82	87	95	98	83	91	108	97	94	98	102	96	97
Nigeria	52	63	69	66	71	65	67	72	65	57	71	71	
Pakistan	79	89	93	80	100	107	95	71	79	70	80	90	
Malawi	(*f*) 34	4	5	4	5	5	5	5	3	3	4	4(*d*)	
Rhodesia		27	30	—	30	30	30	30	..	..	..	..	
Zambia		20	26	31	25	25	30	27	27	27	35	35(*d*)	
Singapore	103	78	85	92	89	83	85	85	92	92	93	93(*d*)	
South Africa (*h*)	150	191	219	211	216	240	226	195	195	188	236	223	238
Trinidad and Tobago	34	38	42	41	39	46	40	43	39	41	40	44	
Other	169	194	207	211	192	211	208	217	203	214	204	222	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*m*)	1,522	1,729	1,873	1,843	1,817	1,902	1,915	1,860	1,810	1,732	1,932	1,898	
PERSIAN GULF STATES (*f*) (*d*)	51	52	55	65	59	64	46	51	63	68	65	65	
UNITED KINGDOM (*b*)	1,246	1,424	1,438	1,488	1,395	1,461	1,428	1,467	1,545	1,494	1,499	1,416	
TOTAL STERLING AREA (excluding Persian Gulf States) (*m*)	2,768	3,153	3,314	3,331	3,212	3,363	3,343	3,339	3,355	3,226	3,431	3,314	
STERLING COMMONWEALTH (*j*) (*m*)	2,475	2,801	2,924	2,949	2,834	2,940	2,950	2,972	2,997	2,872	3,023	2,905	
CANADA	543	622	716	819	612	739	702	811	732	862	783	901	
RHODESIA	..	27	30	..	30	30	30	30	..	..	..	..	
COMMONWEALTH (*j*) (*m*)	3,018	3,423	3,640	3,769	3,446	3,680	3,652	3,783	3,729	3,733	3,805	3,806	
EXPORTS (*a*):													
Australia	247	271	269	279	266	273	264	274	264	291	278	283	304
Ceylon	32	35	36	31	33	37	42	32	33	36	31	26	
Kenya, Tanzania (*c*), Uganda	43	48	45	54	48	43	41	49	56	51	53	55	
Ghana	24	26	26	26	29	35	25	15	18	36	25	25(*d*)	
Hong Kong	78	90	102	118	99	97	100	112	106	106	126	135	129
India	145	152	151	141	151	140	150	162	154	131	134	146	
Irish Republic	49	56	56	61	50	48	64	61	58	51	66	68	
Jamaica	18	19	19	20	19	23	19	15	20	24	20	16(*n*)	
Malaya	57	58	64	66	60	64	73	61	59	59	73	73(*d*)	
Mediterranean Territories (*e*)	7	7	9	9	7	10	9	9	10	12	9	8(*g*)	
New Zealand	82	96	90	96	108	103	65	84	114	113	80	75	108
Nigeria	47	53	67	71	62	73	73	60	70	71	73	69	
Pakistan	37	46	47	54	49	45	36	60	59	49	42	64	
Malawi	(*f*) 56	3	4	4	4	4	4	4	4	4	4	4(*d*)	
Rhodesia		34	39	—	39	39	39	39	..	..	..	..	
Zambia		42	48	54	45	45	50	49	61	61	47	47(*d*)	
Singapore	67	50	55	61	52	53	57	59	59	59	62	62(*d*)	
South Africa (*h*) (*i*)	114	120	125	146	116	126	117	140	130	146	146	161	157
Trinidad and Tobago	31	34	34	36	35	38	28	33	37	38	34	35	
Other	147	179	191	210	182	207	193	182	180	201	226	231	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*m*)	1,281	1,420	1,477	1,536	1,456	1,503	1,448	1,500	1,491	1,540	1,529	1,582	
PERSIAN GULF STATES (*f*) (*d*)	151	183	177	193	178	174	175	180	188	187	191	206	
UNITED KINGDOM (*k*)	1,091	1,141	1,225	1,309	1,163	1,247	1,184	1,307	1,317	1,247	1,245	1,426	
TOTAL STERLING AREA (excluding Persian Gulf States) (*m*)	2,372	2,561	2,701	2,845	2,619	2,750	2,632	2,803	2,809	2,788	2,774	3,008	
STERLING COMMONWEALTH (*j*) (*m*)	2,142	2,290	2,415	2,514	2,343	2,450	2,352	2,515	2,514	2,471	2,430	2,641	
CANADA	578	689	727	853	615	718	734	840	738	852	898	923	
RHODESIA	..	34	39	..	39	39	39	39	..	..	..	..	
COMMONWEALTH (*j*) (*m*)	2,720	2,980	3,142	3,367	2,958	3,168	3,086	3,355	3,252	3,323	3,328	3,564	

(*a*) For valuation see statistical notes. (*b*) Values include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*c*) Formerly Tanganyika and Zanzibar. (*d*) Estimated. (*e*) Cyprus, Gibraltar and Malta. (*f*) From January 1, 1964, figures of all trade are recorded separately for Malawi, Rhodesia and Zambia including trade between the countries. (*g*) Partly estimated. (*h*) Includes South West Africa and also the Southern African territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland) and Swaziland. (*i*) Excludes military stores from 3rd quarter 1963. (*j*) Excludes South and South West Africa; also excludes the Southern African territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland) and Swaziland, whose import and export trade in 1965 amounted to £30 million and £23 million respectively. (*k*) Values include exports of pearls, diamonds and other precious and semi-precious stones. (*l*) Kuwait, Muscat and Oman, Bahrein, Qatar and Trucial States. (*m*) Excluding Rhodesia from January 1, 1966. (*n*) Provisional.

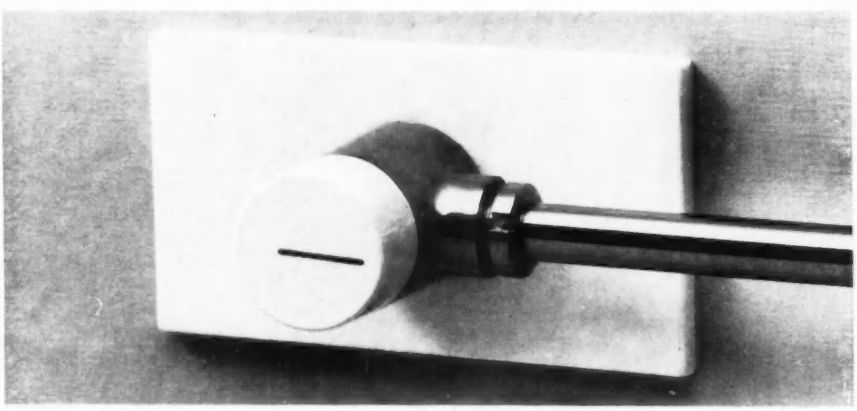
CoID
design awards
1967

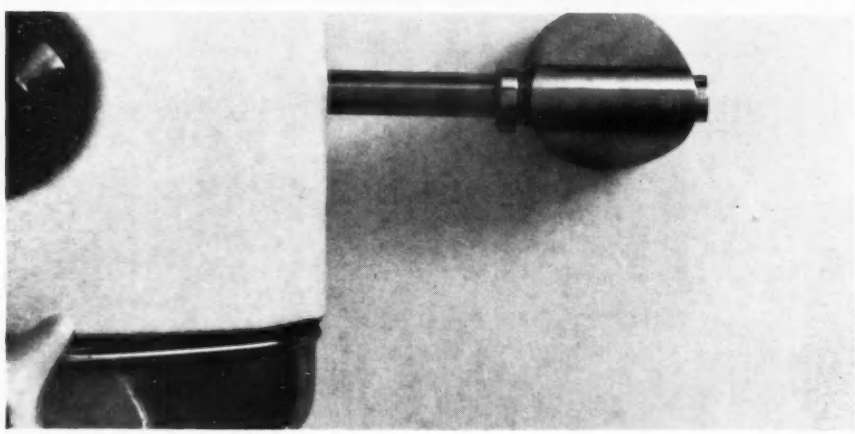
CoID announces Award winners

Seven products have this year received CoID Design Awards in the capital goods section, three of which are illustrated in this supplement and one, the Co-ordinate Inspection Machine Size 4, designed and made by The Numerical Control Division, Ferranti Ltd., Dalkeith, Midlothian, is shown on the front cover. The other three awards went to the Thompson-Watts Map Plotter, Mark II, designed by Professor E. H. Thompson, OBE, BA, FRICS, and the manufacturers, Hilger & Watts Ltd., London, and to the Gas Cylinder HE608, designed and made by Reynolds Tube Company Ltd., Birmingham, and the 580B Excavator designed by Rhymney Engineering Ltd., Rhymney, Glam., and Peter Hamilton Equipment Ltd., Matlock, Derbyshire, the manufacturers, in consultation with Douglas Scott Associates Ltd.; the latter appears on the front cover of this week's *Journal*.

In the consumer goods section, six products received CoID Design Awards. Three of these are illustrated in the supplement; the other three selected were the 'Iced Diamond' Refrigerators 85 and 105, designed by the Refrigerator Engineering Department of Hotpoint Ltd., Peterborough, the manufacturers, in collaboration with Industrial Design Unit Ltd., the 'PU Work Station' office furniture designed by Planning Unit Ltd., for Interiors International Ltd., Letchworth, and the electric convector heaters, 'INT 15' and 'INT 75', designed by Frank Height, DesRCA, CEng, AMIMechE, MSIA, with Morphy-Richards design team in association with Michael Farr (Design Integration Ltd.), for Morphy-Richards Ltd., St. Mary Cray, Kent.

The title on the front cover of the supplement is one version of the logotypes specially designed by the Council of Industrial Design for use by manufacturers in the promotion of a product gaining one of the annual CoID Awards.



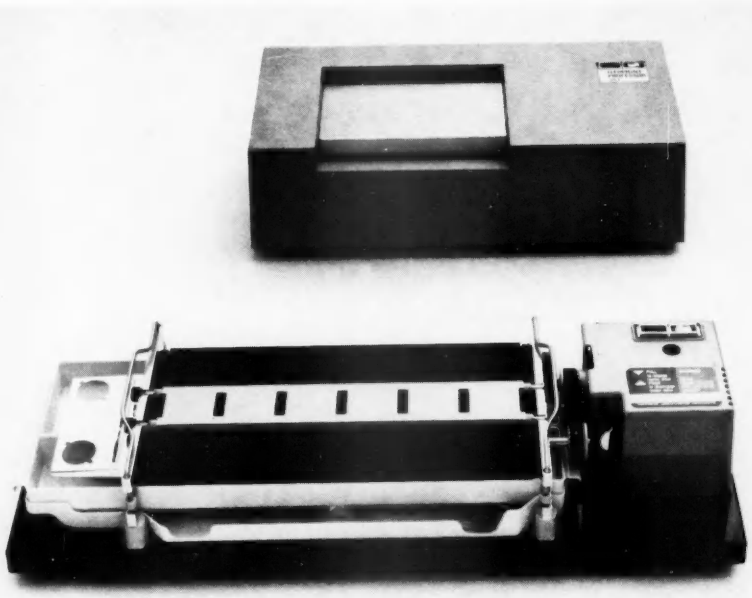


WHEN HRH the Duke of Edinburgh presented certificates to the winners of the first Council of Industrial Design Awards at a ceremony in London on May 11, he was creating a landmark in the development of industrial design in Britain. For the products chosen as this year's outstanding examples of good design include for the first time engineering and capital equipment; in previous years the Design Centre Awards (predecessors to the CoID Design Awards) were confined to consumer products. The fact that industrial design in the engineering industries has now been acknowledged within the lines of the new CoID awards scheme is indicative of the rapidly increasing awareness of industrial design in this vital field, for 10 years ago only about 10 engineering companies were using the services of industrial designers.

Thirteen products

Altogether 13 products have earned 1967 CoID Design Awards. Seven of these – a lathe, an inspection machine, a map plotter, a computer, a power rammer, a gas cylinder and an excavator – were selected from 260 submissions in the capital goods section; the six products in the consumer goods section – a refrigerator, a photographic processor, a range of office furniture, an electric radiator, a racing yacht, and the graphic system for road signs – were chosen for their outstanding design from the 10,000 products recorded in the CoID's Design Index. In addition to presenting certificates to the manufacturers of these products at the ceremony on May 11, Prince Philip also presented a certificate to mark the award of his own annual Prize for Elegant Design to Mr. R. David Carter, MSIA, for his work on the Gas-Flo system of interchangeable gas control points and fittings.

The Gas-Flo system, a comprehensive range of interchangeable gas control points and fittings for domestic use developed by the Wales Gas Board and manufactured under licence by Thomas Glover & Co. Ltd., was awarded the Duke of Edinburgh's Prize for Elegant Design, 1967. The prize was awarded to R. David Carter, MSIA, who designed the range in collaboration with the Wales Gas Board. **Top:** A fitting for use in rooms, halls and landings to take room heaters, gas pokers, etc. **Bottom:** A fitting for use in kitchens and bathrooms to take water heaters, cookers, refrigerators, etc.



Top left: The Graphic system for Directional Road Signs designed by Jock Kinneir, FSIA, for the Ministry of Transport. **Top right:** The 'Tempest' yacht designed by Ian Proctor, MSIA, and made by Richardson Boats and Plastics Ltd., Darlington. **Bottom:** The Ilfoprint photographic processors 951, 1501 and 2001, designed by the technical staff of Ilford Ltd., in conjunction with Kenneth Lamble, FSIA, MInstPkg, and manufactured by Ilford Ltd., Ilford.

In selecting the capital goods awards the judging panel – which included both engineers and industrial designers – looked for a combination of qualities, including sensible control arrangements, technical and constructional improvements, and good appearance, together with proven economic advantages. In order to be eligible for submission for an award, products had to have been in service for a minimum period of one year: technical reports were obtained from such users and from technical assessors.

All seven of the products selected for awards in the capital goods section illustrate a comprehensive approach to design: technical advances, ergonomic requirements, economic savings and good appearance go hand-in-hand, having been treated not as separate problems but as an integral whole. As Mr. Anthony Wedgwood Benn, Minister of Technology, has written in the foreword to a booklet on the award-winning products (published jointly by the Ministry of Technology and the CoID), 'I hope that this booklet will finally put paid to the notion that design is concerned only with external appearance and can be added afterwards as an optional extra . . . the success stories in this booklet show how design considerations start from the moment the customer's needs are studied, and remain an integral part of the thinking of the engineers responsible for development and production.'

All-round approach

These seven award-winning products go a long way towards showing how an all-round approach to design can lead to notable commercial results. The Colchester Lathe Company Ltd. produces three times as many lathes in its total range as any other company outside Eastern Europe and its award-winning 'Mascot 1600' lathe has achieved more than £4 million worth of orders in less than 18 months, 70 per cent coming from abroad. The Thompson-Watts map plotter – a highly specialized machine – has sold in three continents in a field in which Britain did not begin competing until 1954. ICT's 1901 computer system has earned 700 orders between the time it was launched in late 1964 and the beginning of this year and has recently won large orders from East European countries and China. The Pegson power rammer sells in 70 countries. Seven hundred co-ordinate inspection machines from the Ferranti range are in

Power rammer ER2 designed and manufactured by Pegson Ltd., Coalville, Leics.

Top: 1901 configuration of the 1900 series computer designed and manufactured by International Computers and Tabulators Ltd., Stevenage and London (consultant industrial designers: London & Upjohn). **Bottom:** The Mascot 1600 centre lathe, designed and manufactured by Colchester Lathe Company Ltd., Colchester. Consultants were F. C. Ashford & Associates (industrial designers) and Ronald Easterby (ergonomics).

use in 15 countries. More than ten thousand of the Reynolds Tube Company's HE608 gas cylinders have been sold since 1963. And the Hy-Mac range of earth-moving equipment has won orders in excess of £7 million in the last four years, nearly a hundred of the award-winning 580B models being sold in the first month of this year alone.

The emphasis on engineering is continued in the consumer goods section of the 1967 CoID Design Awards, five of the six award-winning products being manufactured by light engineering companies and showing both technical advances and design for user convenience. Thus the Hotpoint 'Iced Diamond' refrigerator looks clean and functional, and by using thin foam insulation, offers greater net capacity than many other models with similar base dimensions. The Ilfoprint processors provide an easy-to-use method of processing exposed photographic paper very quickly. The office furniture made by Interiors International Ltd. offers immense flexibility to cope with differing work requirements and relies on a new aluminium jointing system for its construction. Morphy Richards' 'International' electric convector heater looks elegant and has a simple heat output control. And the 'Tempest' racing yacht has a hull of mou'ded plastics made by Richardson Boats and Plastics Ltd., and gains much of its high performance from the complex mast system designed by Ian Proctor, MSIA. The sixth award is given to the Ministry of Transport for the graphic system for directional road signs designed by Jock Kinneir.

increase imports from the industrial countries. Imports from the industrial countries into the Irish Republic showed a rise of 1 per cent, increases from North America and the United Kingdom being offset by declines from EEC countries and EFTA. New Zealand also increased her imports by the same amount, importing more from the United Kingdom and Western Germany but less from EFTA and Japan.

The largest decrease was recorded by Pakistan; the fall of £67 million (21 per cent) was mainly due to reduced imports from the United States and Western Germany. Her imports from EFTA, however, showed an increase.

STATISTICAL NOTES:

Sources. The tables have been compiled by the Statistics Division of the Board of Trade from the publications of sterling and Commonwealth countries or from material made available specially through the co-operation of those countries. Since the tables of trade are based on the statistics compiled by the individual countries, the methods and definitions differ in details from country to country. The notes which follow indicate the main differences. Further information on the trade definitions used

(*Continued on next page*)

Table 3—Principal Exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw wool	Raw cotton (*a*)	Raw jute	Wheat	Raw sugar (*b*)	Lead (*c*)	Tin	Copper	Raw cocoa	Raw coffee	Tea	Natural rubber (*d*)
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	25·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964	139·7	15·2	16·0	32·1	44·4	8·7	24·4	45·6	28·6	19·8	48·1	55·8
1965	119·0	17·8	16·5	33·7	34·4	10·1	29·1	54·1	29·1	16·8	47·6	57·7
1966 (*e*)	126·8	16·2	16·6	23·5	33·5	9·7	28·4	63·8	18·6	21·1	41·8	61·1
1965 1st quarter	134·7	21·8	17·8	32·2	21·8	9·3	26·5	46·8	31·5	15·8	41·2	61·4
2nd quarter	122·5	18·6	14·7	43·7	33·4	11·0	29·0	50·8	41·2	17·5	36·8	53·5
3rd quarter	86·1	12·3	8·9	36·2	47·1	10·9	33·4	58·5	30·2	15·9	56·6	58·0
4th quarter	132·9	18·9	24·4	22·7	35·5	9·2	27·5	60·4	13·4	17·9	55·5	58·0
1966 1st quarter (*e*)	143·9	19·9	21·6	23·8	25·3	10·8	27·9	67·9	21·3	23·8	43·0	63·0
2nd quarter (*e*)	134·6	15·4	12·4	22·7	33·2	9·9	28·2	72·5	32·7	20·3	39·1	57·9
3rd quarter (*e*)	101·4	11·9	7·8	21·8	45·8	9·9	28·0	53·2	10·3	23·8	42·4	60·1
4th quarter (*e*)	127·6	17·7	24·4	25·4	29·9	8·1	29·5	61·5	10·0	16·5	42·7	63·4

	Cotton piece-goods	Jute goods	Meat and meat prepara-tions (*f*)	Dairy products (*g*)	Hides and skins (*h*)	Timber	Iron ore	Fruit	Tobacco and manu-factures	Rice	Vegetable oils	Oilseeds and nuts
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55 5	30·8	23·7	18·9	13·4	29·1	18·1	18·2	13·5	25·4
1964	20·3	38·3	62·4	35·9	24·8	19·7	13·0	34·3	18·1	17·0	15·0	23·1
1965	21·6	39·4	64·7	35·9	24·7	20·9	13·3	38·2	20·2	18·0	15·0	24·6
1966 (*e*)	20·3	50·6	67·8	34·9	30·8	21·3	14·6	36·7	6·7	19·5	13·5	23·3
1965 1st quarter	21·6	27·8	69·0	40·8	23·8	20·5	12·6	32·6	9·5	18·6	13·6	23·1
2nd quarter	21·8	36·8	68·3	29·9	25·0	20·1	14·1	47·1	25·5	27·6	17·7	25·1
3rd quarter	17·9	45·8	65·0	25·3	24·8	22·5	15·1	33·1	25·8	14·6	16·7	26·9
4th quarter	25·0	47·0	56·0	47·7	25·0	20·3	11·5	31·4	20·1	11·1	12·0	23·2
1966 1st quarter (*e*)	22·6	43·0	67·0	39·4	28·0	21·8	15·0	32·9	4·8	18·1	14·1	22·6
2nd quarter (*e*)	19·7	73·4	74·0	26·8	33·6	20·2	15·6	51·0	9·8	28·7	13·1	22·5
3rd quarter (*e*)	17·7	42·3	76·8	28·7	33·0	22·4	15·3	33·6	6·0	16·4	15·2	25·2
4th quarter (*e*)	21·1	43·7	53·6	44·5	28·8	20·9	12·4	29·3	6·4	14·8	11·5	22·8

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) averaged £4·2 million per quarter in 1965. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding furskins.

Table 4. Estimated direction of trade of Sterling Persian Gulf States.

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	World
A. IMPORTS									
1961	8	4	12	5	6	1	16	28	41
1962	8	5	13	6	7	2	18	33	46
1963	9	5	14	7	7	2	22	38	51
1964	9	6	15	7	7	2	21	37	52
1965	9	6	15	10	8	2	20	40	55
1966	10	8	18	11	9	3	25	47	65
1965 1st quarter	9	7	16	11	8	2	21	43	59
2nd quarter	10	8	17	10	8	3	26	47	64
3rd quarter	9	5	14	8	8	2	14	32	46
4th quarter	9	5	15	9	8	2	17	36	51
1966 1st quarter	9	9	18	11	9	3	22	45	63
2nd quarter	12	8	20	11	8	3	26	48	68
3rd quarter	9	6	15	8	8	2	32	50	65
4th quarter	11	8	19	12	11	4	19	46	65
B. EXPORTS									
1961	28	18	46	12	47	1	21	81	127
1962	31	19	50	11	53	4	23	91	141
1963	32	20	52	10	58	5	26	99	151
1964	29	20	49	10	66	6	51	133	183
1965	22	22	44	10	67	7	48	133	177
1966	22	23	46	10	76	8	54	148	193
1965 1st quarter	23	22	45	11	70	8	44	133	178
2nd quarter	29	22	50	10	65	7	42	124	174
3rd quarter	20	21	41	8	65	6	54	134	175
4th quarter	16	22	38	9	70	7	57	142	180
1966 1st quarter	20	22	43	11	74	8	52	145	188
2nd quarter	27	22	50	11	70	9	47	137	187
3rd quarter	23	24	47	8	77	7	52	144	191
4th quarter	19	23	42	9	81	6	67	164	206

(a) Not including Finland.

OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

by Commonwealth and sterling countries and more detailed figures are given in the Statistical Abstract for the Commonwealth and Sterling Area for 1965.

System of trade. In the main the statistics relate to total imports and exports, including re-exports; the principal exceptions are Jordan and Gambia (imports for consumption) and Trinidad and Tobago and Iceland (imports for consumption and exports of home-produced goods).

Valuation. Exports are generally f.o.b. Imports by most countries are valued c.i.f., the principal exceptions being imports into Australia, Republic of South Africa, and Zambia, Southern Rhodesia and Malawi, which are valued f.o.b.

Coverage. The trade of overseas sterling countries with each other is included, but trade between the State of Singapore and the Federation is excluded. Except so far as the trade is recorded by partner countries, the figures do not cover the trade in oil and other commodities of Kuwait and the British protected states in the Persian Gulf, but estimates of the trade of these states as a group are given separately in Table 4.

Certain adjustments of figures as recorded in the national returns have been made to secure greater uniformity of treatment. Thus the statistics relate to merchandise trade only; silver bullion has been included in merchandise, but silver coin, gold coin and bullion, gold ores and unworked and partly worked gold are excluded. Gold bullion, semi-processed gold and material exported under the Atomic Energy Act are excluded from the Republic of South Africa's exports. Wherever practicable transit and trans-shipment trade and ships' stores (including coal and other fuel), whether for foreign or national vessels, have been excluded.

Definition of 'Commonwealth', etc. The Commonwealth totals exclude Kuwait, the Republic of South Africa and South West Africa. Because the trade of Bechuanaland, Basutoland and Swaziland is included with that of the Republic of South Africa, Commonwealth totals also exclude the trade of those territories. The Southern Cameroons previously included in the figures for Nigeria, are excluded from October 1, 1960.

Overseas sterling area refers to all sterling area countries except the United Kingdom. The figures of the overseas sterling countries' trade with EFTA (excluding the United Kingdom) cover trade with Norway, Sweden, Denmark, Austria, Switzerland and Portugal.

Rhodesia is excluded from the overseas sterling area from January 1, 1966, and the 1966 figures shown in the tables are not strictly comparable with those for earlier periods. The comparisons made in the text and in the Tables B, C and the last line of Table D, however, are based on figures adjusted to a comparable basis by excluding Rhodesia from the earlier periods.

Tables of principal exports (Tables C and 3). The figures relate only to exports of the main producers of the commodities concerned.

Copper – the figures exclude certain shipments from South Africa for which values are not available separately and amount in thousand tons to 19 in 1960, 24 in 1961, 22 in 1962, 11 in 1963 and 5 in 1964. Exports to the non-sterling area include shipments from Zambia of blister copper purchased by the United Kingdom but first consigned to non-sterling countries for refining.

Lead – This heading covers ores and concentrates of lead, pig lead and lead bullion. In Table C pig lead and lead bullion are taken as 100 per cent lead, but the weight of ores and concentrates has, where possible, been adjusted to show the estimated weight of recoverable lead.

Provisional and estimated figures. Figures for recent periods are in many instances provisional and in a few cases it has been necessary to estimate trade. Revisions to previously published figures are embodied in the tables.

Rounding of figures. In all tables the totals shown are the aggregation of unrounded figures and will frequently not agree exactly with the addition of the rounded figures shown elsewhere in the tables.

Exchange rates. The figures for any period are converted at the exchange rate ruling during that period.

Symbols used. '. . .' Not available. '-' Nil or less than half the final digit shown.

Retailers' stocks in March

THE VALUE of stocks held by retailers at the end of March was estimated to be 2 per cent higher than at the corresponding date in 1966. This figure may have been effected by the exceptionally early Easter, combined with the general tendency towards a smaller rate of increase in the value of stocks in recent months.

In volume terms, retailers' stocks were about the same as in March 1966.

Estimate of changes in retailers' stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144									
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2									
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125									
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil									

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in February was 2 per cent higher than the previous year, compared with increases of 1 per cent in January and 2 per cent for last year as a whole.

Sales by household goods shops and food shops showed increases of 1 per cent and 5 per cent respectively on the previous year, while clothing and footwear shops showed a decrease of 14 per cent on a year earlier.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1966 February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 213).

Retail sales in March 1967

ALTHOUGH THE SEASONALLY adjusted index of the volume of retail sales in the first quarter of 1967 was 109 (1961=100), the same as in the last half of 1967, in unrounded terms this quarter's figure was well over half a point higher, confirming the modest recovery which had been noted in recent months. For March itself the index was 110, a point higher than the indices for the preceding four months. The significance of this rise is difficult to interpret in view of the month-to-month irregularities in the series and additional uncertainty in allowing for the effect of the exceptionally early Easter holiday this year.

The seasonally adjusted index of the volume of sales in food shops was 106 (1961=100) in the first quarter of 1967, the same as in the last three quarters of 1966. The figures for particular months have been rather variable, and the rise from 105 in January to 106 in February and 107 in March may have little significance.

The comparable index of the volume of sales in non-food shops was two points higher than in the fourth quarter of 1966, but still one point below the level reached in the first six months of that year. Durable goods shops' sales have only partly recovered from the low figure recorded for the fourth quarter, whereas the sales

(*Text continued on page* 1228)

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
1966 February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
1966 February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

An artist's impression of the £1 million grocery distribution centre now being built adjacent to Abbotsinch Airport in Glasgow by the Ronald Lyon Group for Galbraith's Stores Limited, Paisley. When completed in September 1968 it will cover an area of 235,000 sq. ft. The project constitutes the largest scheme so far in the Lyon Group's 15-year programme to invest more than £35 million in the development of 20 new Industrial Trading Estates in Central and North East Scotland. Estates are already being developed at Balmore and Govan, in Glasgow, at Airdrie, Rutherglen and Armadale. Present work in progress throughout Scotland exceeds 1,000,000 sq. ft. of floor space worth approximately £4 million.

Table 2. Analysis by form of organization

March – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	121	+2	115	+2	136	+6	103	−2
FOOD SHOPS (h)	126	+ 4	120	+ 3	156	+ 9	104	— 1
Grocers	128	+5(f)	119	+ 4	168	+11	101	— 2(f)
Butchers	117	+2	..	..	..	..	..	..
Greengrocers, fruiterers	116	+3	117	+ 3	116	+ 4	90	— 3
Fishmongers, poulterers	123	+4	..	..	..	..	..	..
Bread and flour confectioners	137	+4(g)	130	+ 4	148	+ 4	..	..
Off-licences	129	+9	114	+ 9	142	+10	..	..
Dairymen	134	+3	..	..	..	..	124	+ 2
NON-FOOD SHOPS	116	+1	..	..	..	..	..	..
Clothing and footwear shops	104	+1	96	— 2	115	+ 5	92	— 5
Footwear shops	103	+1	102	— 1	105	+ 2	89	— 5
Men's and boys' wear shops	102	—1	93	— 2	113	Nil	78	— 5
Women's, girls' and infants' wear, drapery and general clothing shops	105	+2	96	— 1	119	+ 7	97	— 5
Large (c)	—		105	Nil	—		—	
Medium (c)	—		98	— 1	—		—	
Small (c)	—		93	— 2	—		—	
Durable goods shops	109	—3	97	— 4	131	Nil	101	—10
Furniture shops	98	—6	99	— 6	93	— 8	—	
Large (c)	—		102	— 4	—		—	
Medium and small (c)	—		98	— 6	—		—	
Other durable goods shops	120	Nil	96	— 3	146	+ 2	—	
Radio and electrical goods, etc. shops (e)	111	—1	96	— 3	144	+ 2	—	
of which	..		..		..		..	
Rental specialists	..		..		186	— 1	—	
Electricity showrooms	113	+8	—		113	+ 8	—	
Gas showrooms	190	—1	—		190	— 1	—	
Miscellaneous non-food shops (b)	123	+4	..		..		..	
Confectioners, tobacconists, newsagents	133	+5	129	+ 4	165	+11	—	
Booksellers, stationers	..		138	+ 2	..		—	
Chemists, photographic goods dealers (d)	113	+2	106	— 1	123	+ 5	103	— 1
Jewellers	110	+1	110	+ 1	111	+ 1	—	
Leather goods, sports goods, toys and fancy goods shops	97	+2	..		..		—	
Ironmongers and hardware shops	119	+1	121	+ 1	105	Nil	—	
Other miscellaneous non-food shops	—		130	+ 2	—		—	
Department stores	105	Nil	—		—		—	
Mail order businesses	191	—5	—		—		—	

Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops: Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	—1	128	+5	120	+2	184	+11
1965 2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+5	148	+20
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	—4	150	+3	150	Nil	237	+ 8
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1	101	+2	114	—2	116	+3	105	+1	170	+ 5
1967 January	117	+2	101	—1	122	+3	103	Nil	113	+2	100	—1	107	+2	122	—2	110	+1	121	+1	134	+17
February	115	+3	99	Nil	124	+4	104	+1	108	+3	94	Nil	90	+3	112	Nil	113	+3	91	+2	180	+12
March	121	+2	104	Nil	126	+4	106	+1	116	+1	102	—2	104	+1	109	—3	123	+4	105	Nil	191	— 5
1967 Year to date†		+3		Nil		+4		+1		+2		—1		+2		—2		+3		+1		+ 5

(ii) Analysis by kinds of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£191)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+ 8	132	+5	117	+2	120	+3	120	+2
1965 2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+4	114	+5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+ 5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+ 4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+ 2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+ 7	135	+3	94	+3	105	Nil	101	+2
1967 January	124	+3	121	+1	101	+5	117	Nil	124	+2	130	+ 5	135	+3	97	+6	119	+2	106	+2
February	125	+4	119	+2	107	+5	119	+1	133	+5	124	+ 7	135	+2	82	+3	95	+1	91	+3
March	128	+5	117	+2	116	+3	123	+4	137	+4	129	+ 9	134	+3	103	+1	102	—1	105	+2
1967 Year to date†		+4		+2		+4		+2		+4		+ 7		+3		+3		Nil		+2

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	125	Nil	118	+2	119	— 4	187	— 4	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1965 2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Ni
2nd quarter	114	+1	115	+3	108	+4	113	— 4	173	— 1	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	121	Nil	112	+2	117	Nil	190	— 6	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
4th quarter	126	—7	143	—1	135	—1	137	Nil	207	— 3	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1967 1st quarter	103	—5	124	+2	117	Nil	117	+ 8	186	+ 5	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	+2	118	+2
1967 January	114	—6	131	+2	124	Nil	126	+ 8	185	+10	120	+2	139	+ 5	110	+1	94	+ 1	94	+ 3	108	—1	103	Nil
February	100	—2	124	+3	118	+2	114	+8	183	+ 8	124	+3	145	+ 6	107	+ 1	104	+ 2	88	+ 3	110	+5	120	+4
March	98	—6	120	Nil	111	—1	113	+ 8	190	— 1	133	+5	138	+ 2	113	+2	110	+ 1	97	+ 2	119	+1	130	+2
1967 Year to date†		—5		+2		Nil		+8		+5		+4		+4		+1		+1		+3		+2		+2

* Average 1961 prices. ‡ Independent retailers only. † January-March.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1967 sales was the five weeks from February 26, 1967, to April 1, 1967, the corresponding period in 1966 was from February 27, 1966, to April 2, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Include figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

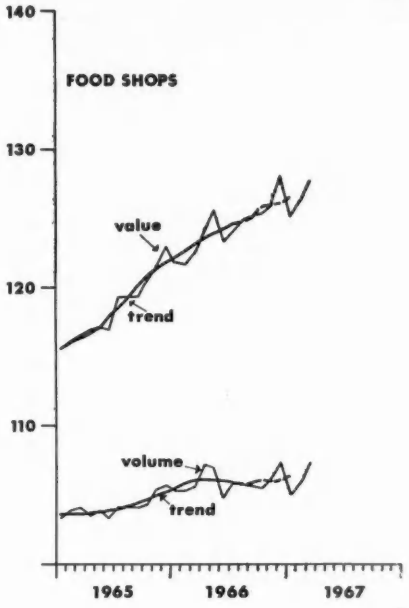
(f) Including bakery departments of co-operative societies.

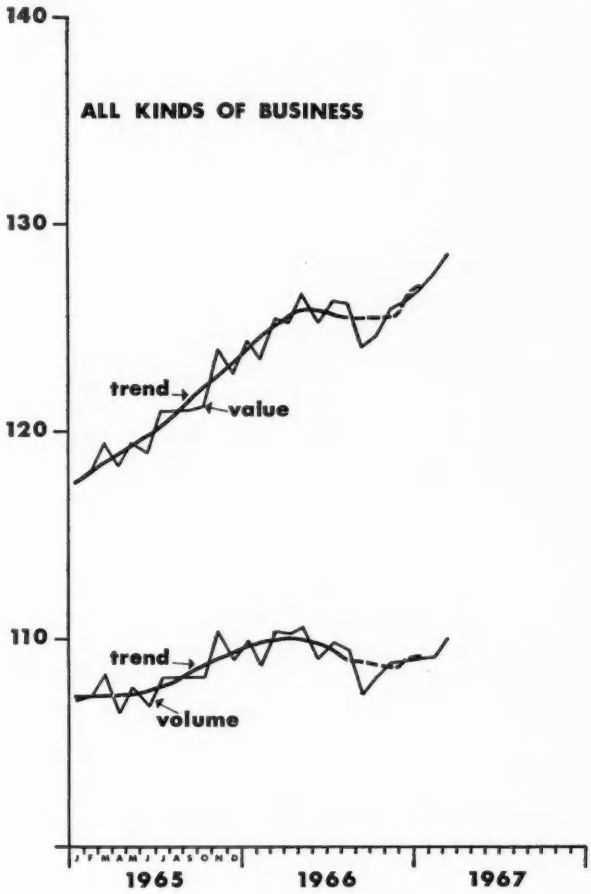
(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

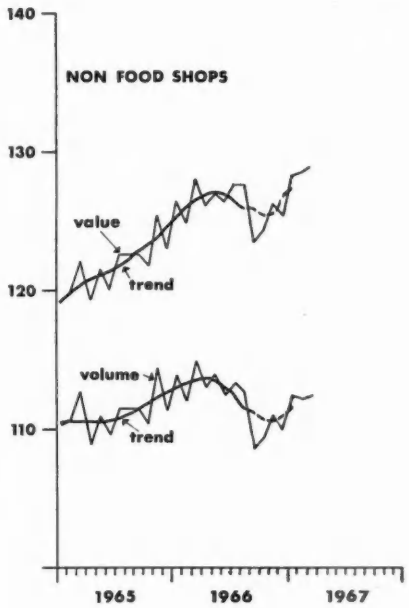
(h) Includes a very small amount of other food shops which are not published separately.

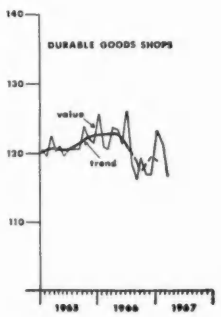
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

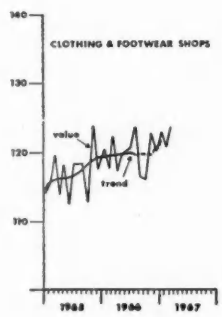
RETAIL TRADE

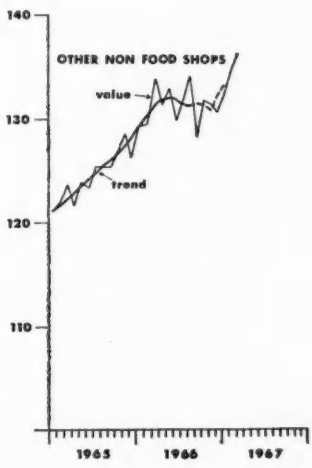












RETAIL SALE IN MARCH, *continued*

of clothing and footwear shops and of other non-food shops have almost fully recovered to the level of the first six months.

The seasonally adjusted index of the value of retail sales at current prices was 128 in the first quarter of 1967, two points higher than in the fourth quarter of 1966 and the previous peak in the second quarter of that year.

Clothing and footwear shops

Sales in clothing and footwear shops in the first quarter as a whole, seasonally adjusted at current prices, were about 2 per cent higher than the average level in 1966. Turnover in March itself was only 1 per cent higher than a year earlier, insufficient, when the increase in prices of nearly 3 per cent is taken into account, to show an increase in the volume of sales compared with a year earlier. Sales of footwear shops in the first quarter of 1967 were 3 per cent higher than a year earlier, but sales of men's and boys' wear shops showed no increase; women's, girls' and infants' wear and drapery shops showed an increase of 2 per cent.

Durable goods shops

In the first quarter of 1967 the seasonally adjusted index of the value of sales of durable goods shops was 120, showing a rise of 2 per cent over the average level in the last five months of 1966 when sales had been depressed by the measures introduced on July 20 last.

Sales in the first quarter were, however, 2 per cent below their level in the first quarter of 1966. Since prices of durable goods as a whole were about 2 per cent higher, the fall in the volume of sales was greater. For furniture shops the decrease in the value of sales in the first quarter compared with a year earlier was 5 per cent as against 7 per cent in the fourth quarter of 1966. For the other durable goods group there was in total a rise of 2 per cent following a small fall in the fourth quarter but there were within this group widely differing movements. Sales of electricity showrooms increased by 8 per cent compared with the first quarter of 1966, maintaining this rate of increase over the three months of the quarter; sales by gas showrooms increased by 5 per cent, large increases in January and February having been followed in March by a small fall as compared with March 1966; rental specialists, whose receipts in the first quarter were 5 per cent higher than a year earlier, recorded a fall between March 1966 and March 1967 after increases of 9 and 8 per cent in January and February, but the March experience may have been affected by the Easter holiday; multiple radio and electrical goods shops (excluding rental specialists) also showed an increase in the quarter but the independent radio and electrical goods shops which account for approaching half the sales in this group of other durable goods shops showed a decrease of 3 per cent (this rate applying in March) after a smaller fall of 1 per cent for the fourth quarter.

Other non-food shops

The seasonally adjusted index of the value of other non-food shops' sales in the first quarter of 1967 was about 2½ per cent higher than its average in 1966. In March the turnover of mail order business was influenced by the reduced number of trading days due to the Easter holiday period falling wholly within this month and, compared with March 1966, a fall was shown compared with the large increases in recent months. Department stores' sales continued to be sluggish. Sales in most other kinds of business within this group showed increases in the first quarter of the year compared with a year earlier, fairly similar to those recorded in the last quarter of 1966.

EXPORT OPPORTUNITIES IN BELGIUM AND SWEDEN

A Swedish order for wood chipboard has been won by Airscrew-Weyroc Ltd., of Weybridge, and will be produced at their Marks Tey factory in Essex. The order is for 35,000 sq. ft. of Weyroc Standard Grade board to be used in the manufacture of furniture; and the first shipment is seen in the picture leaving the factory. Mr. A. W. Sinclair, the marketing and sales executive of the company's Board Division, said he anticipated that they would be receiving regular orders from Sweden totalling several hundred thousand square feet a year. He added: 'We are particularly pleased about this because Sweden exports considerable quantities of wood chipboard to this country, and we believe we are the first British company to reverse the procedure.'

The Belgian tailor and outfitter Mr. A. J. van Geluwe (centre in blazer) and his staff of 10 shown in London recently near the Houses of Parliament during a tour organized by the British Menswear Guild and the British National Export Council. Mr. van Geluwe planned the visit in preparation for the British Week in Brussels.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).

Hire purchase and other instalment credit business in March

THE INSTALMENT CREDIT business of finance houses and durable goods shops was less depressed in the first quarter of 1967 than in the latter part of last year which immediately followed the tightening of the hire-purchase controls. New instalment credit extended in the first quarter was 25 per cent lower than in the first quarter of 1966, but after allowing as far as possible for normal seasonal factors, was between 10 and 15 per cent higher than the average level in the five months August to December 1966. The improvement was more marked in the case of finance house new credit, which is largely for cars, than it was for durable goods shops whose credit instalment sales showed a rise, after allowing for seasonal factors, of around 5 per cent between the fourth quarter of 1966 and the first quarter of this year.

On a seasonally adjusted basis the total instalment credit debt owed to finance houses and durable goods shops, including department stores, fell by £48 million during the first quarter of this year, a somewhat smaller amount than the fall of £67 million recorded in the last quarter of 1966.

There are, it is to be noted, uncertainties in allowing for normal seasonal factors in the business of finance houses and durable goods shops, particularly in the early months of the year. The effects on the seasonal pattern each year of factors such as the new year-letter of car registration marks, actual and anticipated Budget changes, changes in hire-purchase controls, the changing date of Easter and other aspects affecting the demand for cars and other durable goods makes it difficult to discern with any precision what might be called the 'normal' seasonal pattern.

Finance houses

Finance house business increased seasonally in March when new credit advanced was 24 per cent lower than in March 1966, a decrease much in line with that for the first quarter as a whole; it was, however, an improvement over the decrease of about a third on a year earlier shown in the last quarter of 1966. Credit advanced for both new and used cars and commercial vehicles showed much the same decrease compared with 1966 as in January and February.

The debt owed to finance houses fell by £11 million during March to £719 million, a decrease of £121 million compared with a year earlier.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr..	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr..	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr..	61	100	161	240	—79	—67
1967 1st Qtr.	47	136	183	241	—58	—48

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260									
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26									
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719									
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005									

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005									
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181									
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186									

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)					
																	Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	—3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	—7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	—2	108	—6
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	—7
November	117	—12	175	— 5	257	+ 6	119	—3	156	—9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	—6
1967 January	101	—16	82	—11	134	+17	60	—4	98	—8
February	81	— 1	86	— 6	180	+12	61	—2	110	—2
March (a)	86	+ 1	99	— 2	191	— 5	84	—1	115	—7

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

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Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	111	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	119	—36	112	—30	92	—22	29	—51	142	— 6	116	+ 9	204	+ 7	53	— 6	123	—24	107	—24

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Durable goods shops

Instalment credit sales of durable goods shops in the first quarter of 1967 were 17 per cent lower than in the corresponding quarter of 1966. The fall in credit advanced (about 25 per cent) was even greater since, because of the raising of the rate of minimum deposit (in February and July 1966) the proportion of instalment credit sales financed by borrowing has, on average, fallen. The fall in instalment credit sales between the first quarter of 1966 and the first quarter of 1967 was somewhat less than the corresponding comparisons with a year earlier in the end months of last year which showed falls of about a quarter. This suggests some improvement in the underlying trend of business which is reinforced by the fall in the decreases on a year earlier within the first quarter itself.

Furniture shops showed a greater decrease in their credit business, 21 per cent for the first quarter as a whole, than the other durable goods shops group, which showed a fall of 12 per cent; this group includes radio and electrical goods shops which showed a fall of 18 per cent in the first quarter and the gas and electricity showrooms whose figures are not published separately.

Debt outstanding to durable goods shops fell to £260 million at the end of March, a decrease of £56 million on its level at the end of March 1966.

Other instalment credit retailers

Most kinds of business in this group showed for the first quarter of 1967 a change from a year earlier much in line with their experience in the latter part of 1966. The sales of mail-order houses, however, rose only 5 per cent in the first quarter compared with a year earlier in contrast to larger increases last year; this apparent fall in the rate of increase was due to their turnover in March being affected by the reduced number of trading days due to the Easter holiday period which fell wholly within this month. Debt owed to this group of retailers fell slightly in the month, largely due to seasonal factors, but was, at £181 million, £9 million higher than at the end of March 1966.

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WHOLESALE PRICE INDEX NUMBERS

Prices of materials fall in April

THERE WAS a further fall in April in the prices of basic materials used in manufacturing industry. Once again this was due to the decline in the index for the non-food manufacturing industries which was 5 per cent less in April than a year earlier. The index for the food sector continues to fluctuate about the level reached at the beginning of the year.

The provisional index of output prices of all manufactured products sold on the home market was marginally lower in April than in the first quarter, and only about 1 per cent more than a year earlier. Within the total output prices of non-food manufacturing industries declined a little further and were less than ½ per cent up on a year earlier. The provisional index for the food manufacturing industries edged up slightly in April, however, and was nearly 2 per cent more than in the second quarter of last year.

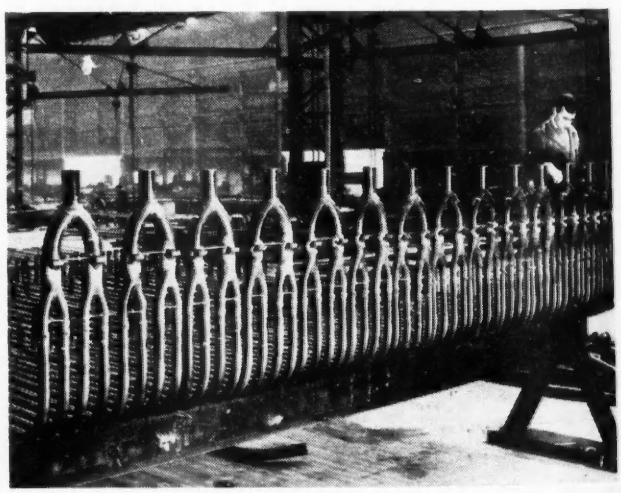
Materials and fuel used in broad sectors of industry

The rebound in April in the provisional index for materials and fuel used in the food manufacturing industries from the fall in the previous month was due largely to price increases in imported sugar and home produced beet. The index numbers for the mechanical engineering industries and for the electrical machinery industry fell further and were respectively 3½ per cent and 5½ per cent lower than in the high second quarter of last year. There was also a further small decline in the chemicals index. Those for the other broad sectors of industry were unchanged.

Prices of materials used in construction and in house building were unchanged in April at the level of the first quarter.

Output of broad sectors of industry

The marginal increase in the index for the products of the food manufacturing industries was the net result of changes, both up and down, in a number of items. There were some small changes in the non-food sector index numbers – a slight increase in chemicals, and marginal falls in the index numbers for the engineering and allied industries, for textiles and for timber.



This fabricated tube assembly is part of a boiler wall manufactured by Richards & Ross Ltd., a TI company, of Wednesfield, Staffs, from seamless tube supplied by Tubes Limited – another TI company – of Aston, Birmingham. The welded double bifurcations – one of which involves a patented Richards & Ross process – are made from 2¼ in. and 3 in. outside diameter hot finished carbon steel tube. Delivery of a similar boiler wall assembly for a customer in Spain was recently completed.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966				1967	1966					1967			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	110·2	112·4	111·1	110·0	109·8*	112·0	109·7	110·0	110·1	110·0	110·3	110·0	109·2*	108·8*
	Basic materials	105·8	107·3	105·8	104·3	104·0*	106·9	104·2	104·4	104·4	104·2	104·5	104·2	103·3*	102·8*
	Fuel	144·1	151·4	151·9	153·9	154·5*	151·4	152·0	153·6	154·1	154·1	154·5	154·5	154·5*	154·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	113·7	116·8	114·6	113·0	112·0*	116·2	112·8	113·3	113·3	112·4	112·5	112·3	111·2*	110·2*
	Basic materials other than fuel	108·3	110·7	108·0	105·8	104·6*	110·0	105·9	106·2	106·1	105·1	105·2	104·9	103·6*	102·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·9	103·7	104·4	104·0	105·4*	103·6	104·0	103·6	103·6	104·8	105·5	105·9	104·8	105·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·1	117·3	117·7	116·7	116·0*	117·4	117·3	117·1	116·5	116·4	116·0	116·2	115·8*	115·6*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	146·6	151·8	149·5	149·1	148·3*	151·1	147·2	149·1	149·5	148·8	148·9	148·7	147·4*	146·6*
	Materials and fuel used in the electrical machinery industry.	139·0	146·6	144·2	142·2	141·1*	144·4	140·8	142·2	142·6	141·8	142·0	141·5	139·7*	138·6*
Order X	Materials and fuel used in the textile industries	96·6	98·8	97·6	95·1	94·6*	98·9	96·4	95·2	95·0	95·0	94·6	94·7	94·6*	94·4*
Order XIV	Materials and fuel used in the timber industries	121·0	122·0	122·7	122·8	122·5*	121·8	122·8	122·8	122·9	122·6	122·5	122·6	122·4*	122·4*
Order XV	Materials and fuel used in the paper industries	113·2	114·7	114·9	114·8	113·9*	114·5	114·9	115·0	115·3	114·1	113·9	113·9	113·8*	113·8*
Order XVII Part of Order XVII	Construction materials	131·9	134·1	134·3	133·8	133·7*	133·8	134·0	134·0	133·8	133·7	133·7	133·8	133·7*	133·7*
	House building materials	133·3	135·0	135·2	134·9	134·8*	134·6	134·8	134·9	134·9	134·8	134·8	134·8	134·8*	134·8*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966				1967	1966					1967			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April
Orders III to XVI	All manufactured products: Total sales	130·9	132·3	133·0	133·1	133·4*	131·9	133·0	133·0	133·1	133·3	133·4	133·5	133·3*	133·3*
	Home market sales	131·8	133·1	134·0	134·0	134·2*	132·8	134·0	133·9	133·9	134·1	134·2	134·4	134·2*	134·1*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	130·5	132·2	132·8	132·8	132·9*	131·8	132·8	132·7	132·8	133·0	133·0	133·0	132·7*	132·7*
	Home market sales	131·4	133·1	133·8	133·5	133·5*	132·7	133·8	133·5	133·5	133·5	133·6	133·6	133·4*	133·3*
211 to 229	Products of the food manufacturing industries: Home market sales	122·3	123·3	123·6	123·7	125·4*	123·0	123·3	123·6	123·5	124·1	125·0	125·7	125·5*	125·6*
263 to 277	Chemicals and allied industries: Total sales	108·9	109·0	109·2	108·8	109·0*	109·1	109·1	109·1	108·5	108·7	109·0	109·0	109·1*	109·2*
	Home market sales	109·9	109·8	110·2	110·0	110·0*	110·0	110·2	110·1	109·9	110·0	109·9	110·0	110·1*	110·3*
311 and 312	Iron and steel industries: Total sales	132·5	136·0	136·6	136·2	136·1*	135·7	136·4	136·1	136·0	136·4	136·2	136·0	136·0*	136·0*
	Home market sales	137·2	141·6	142·1	142·0	142·1*	141·2	142·1	142·0	142·0	142·0	142·1	142·1	142·1*	142·1*
Orders VI to IX	Engineering and allied industries: Total sales	135·2	137·9	138·8	138·7	138·8*	137·3	138·8	138·4	138·8	139·0	138·8	138·8	138·8*	138·7*
	Home market sales	134·3	136·8	137·7	137·1	137·3*	136·2	137·4	137·1	137·1	137·1	137·2	137·3	137·3*	137·2*
Order X	Textile industries other than clothing: Total sales	112·9	113·6	113·9	113·7	113·7*	112·9	113·6	113·6	113·6	113·7	113·9	113·7	113·6*	113·6*
	Home market sales	111·4	112·1	112·6	112·0	111·6*	111·9	112·6	112·3	112·1	111·8	111·6	111·6	111·5*	111·4*
Order XII	Clothing and footwear: Home market sales	117·3	118·9	119·9	120·2	120·3*	118·6	120·0	120·1	120·1	120·2	120·3	120·2	120·3*	120·3*
Order XIV	Timber industries: Home market sales	124·3	125·0	125·6	125·7	125·6*	124·9	125·7	125·8	125·7	125·6	125·6	125·6	125·6*	125·5*
481 to 483	Paper industries: Home market sales	119·9	120·4	120·6	120·6	120·5*	120·3	120·6	120·6	120·6	120·5	120·6	120·5	120·6*	120·6*
Order XVII	New construction‡	139	140	140	140			140			140				

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1, or 423 Oxford Street, W.1

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100.

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967.

(monthly averages)

	1966		1967		
	April	Oct.	Feb.	Mar.	April
Coal†	172·0	169·6	174·3	174·3*	174·3*
Slates‡	183·9	183·9	183·9	183·9	183·9
Salt	110·6	110·8	110·8	110·8	110·8
Flour	117·3	120·5	125·9	125·9	125·9
Sugar, refined	111·5	110·3	113·9	111·3	116·3
Chocolate and sugar confectionery	111·3	113·3	112·7	113·3	113·6
Beer	128·3	136·1	136·2	136·2*	136·2*
Tobacco and cigarettes	154·6	154·6	154·3	154·3	154·3
Hard coke	186·5	186·5	186·5	186·5	186·5*
Motor spirit, standard grade (including duty)	122·7	131·5	131·5	124·1	122·7*
Medium fuel oil (950 secs.)	138·9	140·8	140·8	140·8	140·8
Lubricating oils and greases	130·0	131·3	131·2	131·2*	131·2*
General chemicals	103·0	104·7	103·7	103·7*	103·7*
Pharmaceutical chemicals	59·0	57·7	57·2	57·2*	57·2*
Pharmaceutical preparations	102·9	103·2	103·2	103·2*	103·2*
Toilet preparations	146·5	148·7	148·7	148·7*	148·7*
Paint for building and decorating	116·7	116·8	116·8	116·8*	116·5*
Soap	154·7	154·9	154·8	154·8	154·8*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·6	74·4	73·8	73·8*	73·8*
Steel sheets	135·1	137·9	137·9	137·9*	137·9*
Tinplate	131·7	130·5	129·8	129·8*	129·8*
Other steel goods (excluding tubes)	141·2	141·6	141·6	141·6*	141·7*
Steel tubes	148·6	151·7	151·9	151·9*	151·9*
Iron castings	154·8	156·1	156·2	156·1*	156·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·2	151·9	151·8	151·8	151·8
Rolled	141·6	142·2	142·2	142·2	142·2
Castings	146·6	152·8	152·8	152·8	152·8
Forgings	138·3	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	221·9	166·5	166·2	153·6	139·1
Photographic paper and films, etc.	126·4	125·7	125·7	125·7*	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·9	147·6	147·5	147·5	147·5*
Gramophone records	146·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	102·7	103·4	103·6	103·6*	103·2*
Perambulators, etc.	130·5	130·7	131·3	131·3*	131·3*
Tools and implements	154·7	156·4	157·1	157·2	157·3*

	1966		1967		
	April	Oct.	Feb.	Mar.	April
Cutlery	137·5	139·9	140·0	140·0	140·0*
Cutlery (other than razors and razor blades)	144·8	150·8	151·2	151·2	151·2
Spoons and forks	163·2	168·2	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	168·0	171·2	176·3	176·3*	176·3*
Domestic gas appliances	113·5	113·5	113·5	113·5*	113·5*
Cotton yarn	98·2	99·4	§98·8	98·5	97·9
Spun rayon yarn	103·3	102·7	101·6	101·1*	101·1*
Irish linen yarns (wetspun)	127·6	128·9	126·3	125·3	125·3
Cotton cloth	107·0	107·3	106·1	105·9*	105·9*
Linen	136·2	137·3	139·2	139·2	139·2*
Wool tops	81·7	77·1	73·8	73·2	72·8
Worsted yarns	98·2	96·2	95·0	94·7	94·4
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	103·3	102·8	102·4	102·4	102·4
Jute yarn	134·2	137·4	137·2	137·2	137·2
Jute piece-goods	141·9	147·6	147·6	147·6	147·6
Rope, twine and net	119·6	119·5	118·7	118·6	118·6*
Hosiery and other knitted goods	102·0	103·2	103·1	103·1*	103·1*
Carpets and rugs	129·0	131·7	131·8	131·8	131·8*
Canvas goods and sacks	121·3	114·9	109·5	108·6*	107·0*
Leather for footwear	132·1	128·5	..	..	..
Travel goods	132·3	136·9	138·2	138·2*	138·2*
Made-up clothing	117·5	119·2	119·4	119·4*	119·4*
Weatherproof outerwear	106·2	107·4	107·3	107·3*	107·3*
Men's and boys' tailored outerwear	119·3	121·5	121·6	121·6*	121·7*
Women's and girls' tailored outerwear	116·6	117·6	117·8	117·8*	117·8*
Women's and girls' light outerwear	114·8	116·8	117·3	117·3*	117·3*
Footwear (excluding rubber)	119·6	120·5	120·6	120·7*	120·8*
Refractory goods, including bricks	150·2	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·9	133·7	133·6	133·6	133·6*
Building bricks, common, other than fletton, *ex works*	140·8	141·4	141·4	141·4	141·4
Building bricks, fletton common, *delivered*	120·0	120·0	120·0	120·0	120·0
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	151·3	161·7	161·9	161·9*	161·9*
Glass (other than containers)	139·5	142·7	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7
Cement, delivered	128·0	128·0	128·0	128·0	128·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. ..Not available. § Revised figure.

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HMSO

3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	April	Oct.	Feb.	Mar.	April
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	118·9	117·9	117·9	117·9*	117·9*
Home-grown hardwood	107·2	107·8	107·0	106·9*	107·0*
Domestic furniture	126·8	127·9	127·8	127·8*	127·8*
Bedding, etc.	121·3	120·6	120·1	120·1	119·4*
Wooden boxes, packing cases, crates, etc.	129·1	130·4	130·7	130·6	130·6*
Paper and board	115·4	115·4	115·0	115·0*	115·0*
Cardboard boxes, cartons and fibreboard packing cases.	123·0	123·5	123·4	123·4*	123·4*
Wallpaper	138·0	138·0	142·7	142·7	142·7
Paper bags	124·5	123·3	121·2	122·4	122·4
Manufactured stationery	126·3	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	114·4	114·4	115·7	115·7*	115·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·4	122·8	122·8	122·8*	122·8*
Rubber footwear	135·4	135·4	135·4	135·4	135·4*
Linoleum and felt base	148·2	151·4	151·4	151·4	151·4
Brushes and brooms	145·1	145·4	145·5	145·5	145·5*
Toys and games	131·7	132·6	132·6	132·6*	132·6*
Sports equipment	143·9	144·5	144·8	144·8*	144·8*
Pens and pencils	116·0	116·2	116·2	116·2*	116·2*
Other stationers' goods	133·4	136·5	136·5	136·5	136·5*
Plastic mouldings	105·8	106·9	107·6	107·6*	107·6*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	April	Oct.	Feb.	Mar.	April
Hides and skins‡	141·7	113·5	104·7	103·5*	102·1*
Imported§	157·1	125·0	119·5	119·1*	115·4*
Native	118·7	96·1	82·5	80·1	82·2
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	278·2	186·0	178·0	160·2	145·1
Lead, ex-ship, wharf or warehouse†	105·5	88·0	83·4	85·9	85·3
Nickel, refined, delivered	131·9	131·9	144·3	144·3	144·3
Tin, ingot, min. 99·75 per cent, settlement price	189·7	169·4	166·8	167·2	168·9
Zinc, ex-ship, wharf or warehouse	129·2	128·3	130·9	129·5	126·1
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	101·9	102·6	104·2	104·2	101·7*
Palm oil, c.i.f., in bulk	102·3	103·0	101·8	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	89·9	60·0	58·2	57·7	42·0*
Pyrites, c.i.f., United Kingdom ports	71·6	69·6	69·4	68·2	69·3
Rubber, No. 1 R.S.S. one month future	100·8	92·2	86·4	84·8	85·5
Sulphur, crude (for acid making), c.i.f.	104·7	139·7	122·9	122·9	122·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	161·1	155·6	153·3	153·9*	154·0*
Cotton, raw	68·5	64·4	66·8	66·6	66·2
Jute, raw, 'Export Firsts', c.i.f. Dundee	164·9	157·2	168·2	162·7	161·1
Jute, raw, 'Export Lightnings', c.i.f. Dundee	166·6	161·7	171·9	169·9	165·1
Silk, raw, delivered mill	157·8	188·3	187·8	184·7	188·0*
Sisal, East Africa No. 1 Grade, c.i.f. London	93·4	91·9	88·1	88·1	88·1*
Wool, raw	87·1	80·3	76·2	76·6	76·5
Crossbred, medium and coarse, c.i.f. U.K.	90·2	84·5	80·5	80·9	80·9
Crossbred, fine, c.i.f. U.K.	90·6	84·2	78·2	80·8	80·8
Merino, c.i.f. U.K.	83·7	76·5	73·3	73·3	73·3
Timber:					
Imported hardwood (ex-yard or wharf)	117·0	118·2	118·8	119·0*	119·3*
Imported plywood (delivered to consumers)	116·5	116·9	113·1	113·1	113·1
Imported softwood (delivered to consumers)	118·7	118·9	118·3	118·2	118·2*
Woodpulp, imported	100·7	100·7	100·4	100·4*	100·4*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.
‡ Revised figure for January 1967 = 108·6.
§ Revised figure for January 1967 = 123·5.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February 24, 1967.*

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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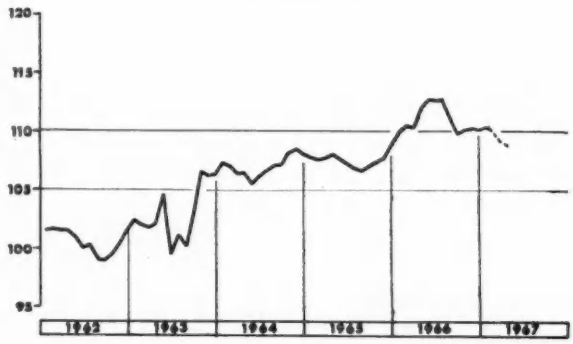
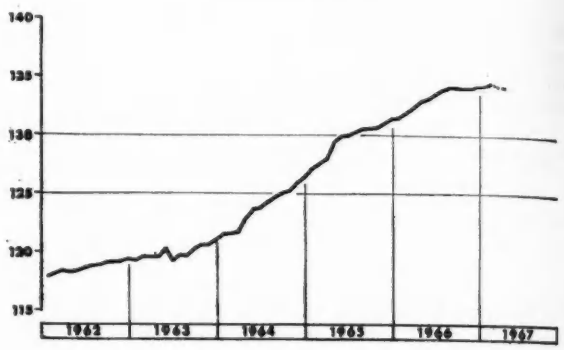
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

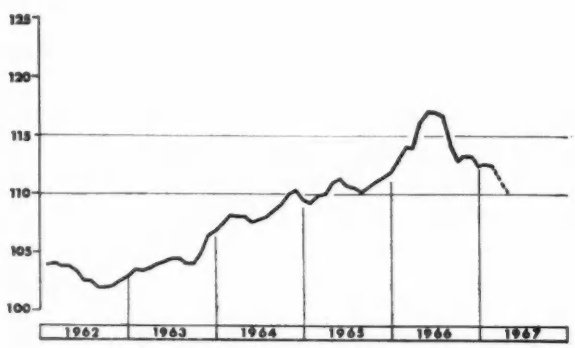


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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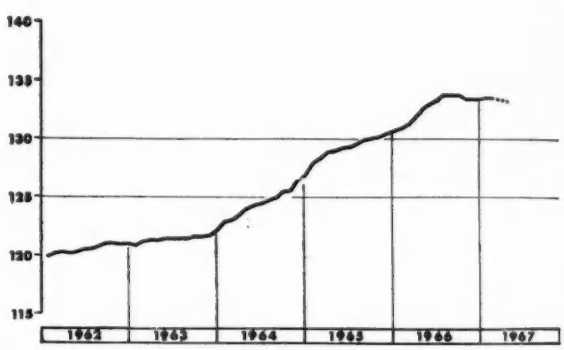
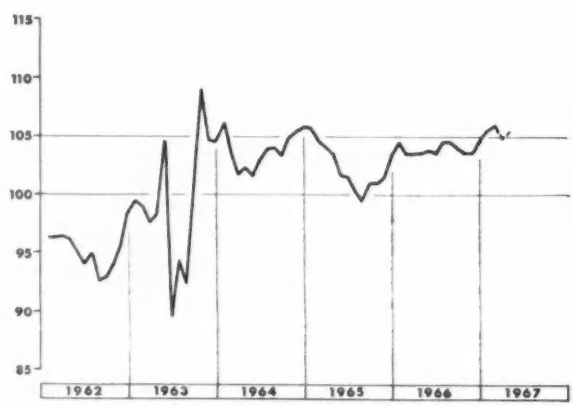


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



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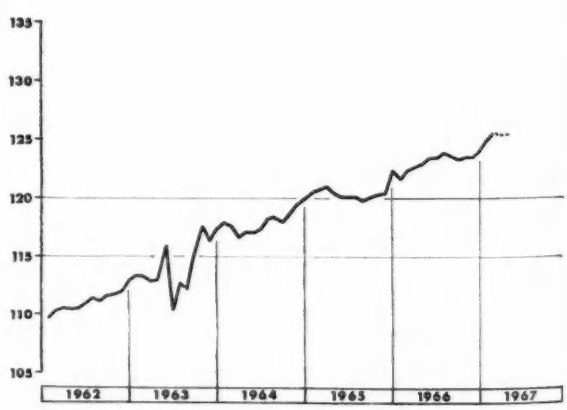

Britons spent record £835 million on holidays last year

Miss Nikki Barker, modelling the newly designed uniform of the Information Staff of the London Tourist Board. The Board operates information bureaux in London.

ONE OUT OF every five British adults has not taken a holiday away from home during the past five years. This fact is revealed by the results of a special survey carried out at the end of last year by the British Travel Association, Britain's official tourist organization.

The survey also showed that three out of every five British adults chose Britain for all of their holidays in those five years, and that one in five took at least one holiday abroad during the period.

Spotlighting travel in 1966, the survey shows that about 31 million holidays were taken by British people within Britain during the year and that approximately five million were spent abroad. Total holiday spending, including fare expenditure, by Britons in 1966 reached a record total of £835 million. Of this, £550 million was spent in Britain, compared with £460 million in 1965, and £285 million, including fares, abroad, compared with £265 million the previous year.

The most popular holiday region in Britain was again the South-west, attracting 21 per cent of all holidaymakers. Next came the South, drawing 15 per cent, and Wales with 13 per cent, Scotland, with 12 per cent, came next, followed, in order, by the North-west (11 per cent), East (10 per cent), South-east (9 per cent), North and North-east (9 per cent), Midlands (7 per cent), and London (3 per cent). Some holidaymakers stayed in more than one region.

Two-thirds of all main holidays in Britain in 1966 were started in July or August – in fact, nearly a fifth of the total were started in the last week of July or the first week of August. Next most popular holiday months were June (17 per cent) and September (10 per cent). Average length of main summer holidays in Britain in and 1966 was 10 nights, although just over a third lasted from 11 to 14 nights.

Average cost of a main holiday in Britain during the year was £19 per person, compared with £18 in 1965. Average party size was 2.7 people.

Most popular countries abroad among holidaymaking Britons last year, in order, Spain, Italy, France, Republic of Ireland, Germany, Switzerland, Austria, Belgium/Luxembourg. Average length of stay abroad last year was 14-15 nights. Those holidaymakers who took cars stayed 16.4 nights, two nights longer than average. Average cost per head was just over £50, including fares, and average party size was 2.1 people.

Fifty-two per cent of all holidaymakers going abroad last year travelled by air, compared with 48 per cent in 1965 and 40 per cent in 1960. London's two airports, Heathrow and Gatwick, together handled over 40 per cent of all air holidays. Dover handled half of those going by sea and 60 per cent of those taking their cars to the Continent.

These are some of the main findings from the very detailed market study – the British National Travel Survey, 1966. The full confidential survey is available on a contribution basis to members of the British Travel Association at a cost of £300. Further details may be obtained from The Research Department, British Travel Association, Queen's House, 64 St. James's Street, London, S.W.1.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, May 5, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 9 – 20th Year	Br/E 32242	11	May 3	Data Film Distributors Ltd.	National Coal Board.
The Crowning Gift	Br/E 32243	50	May 3	Rank Film Distributors Ltd.	Religious Films Ltd.
Octopus Hunt	Br/E 32244	17	May 4	British Lion Films Ltd.	National Film Board of Canada.
Privilege	Br/E 32246	103	May 5	Rank Film Distributors Ltd.	World Film Services Ltd.
Look at Life Series 33: *Press-Button Farms*	Br/E 32247	9	May 5	" "	Rank Film Distributors Ltd.
Movietone News 1977	Br/E 31898	8	May 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1977A	Br/E 31899	8	May 5	" "	" "
Pathe News 67-35	Br/E 31964	7	May 5	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-36	Br/E 31965	8	May 5	" "	" "
			FOREIGN		
Young Aphrodites	F 32240	84	May 1	Gala Films Distributors Ltd.	Minos Films and Anzeruos Studios, Athens.
Easy Come, Easy Go	F 32241	95	May 2	Paramount Film Service Ltd.	Paramount Pictures Corp.
A Woman is a Woman (Une Femme est une Femme)	F 32245	85	May 4	Amanda Films Ltd.	Rome-Paris Films, Paris.

CORRECTION TO THE REGISTER
The playing time of the film 'Chimes at Midnight' (alternative title 'Falstaff') (F 32188) registered on April 4, 1967, has been corrected to 115 minutes.
AMENDMENT
The title of the film 'And Woman was Created' (F 22250) registered on March 15, 1957, has been amended to: 'And God Created Woman', with a playing time of 8,387 ft. (93 min.).

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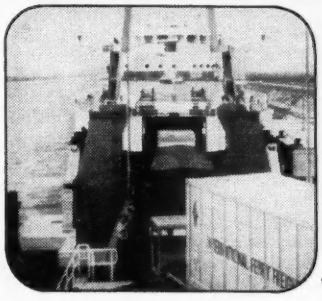

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Exhibitions and Fairs

British food show impresses Canadian buyers

THE LARGEST display of British foods and confectionery ever to be seen outside Britain – embracing the products of more than 150 British firms – was staged in Toronto from April 24-26. Typical of the enthusiasm aroused was a statement made at the opening reception by one of the 300 key buyers who attended, that it was 'one of the most impressive I have ever seen on the North American Continent'.

The three-day show featured a wide range of new and traditional British products to be offered in Canadian stores during and after the British Week in Toronto, October 12-21. Many items which had not been offered to the Canadian market before excited the appetites of those present.

Organized by the Board of Trade, the British Week Office in Toronto in conjunction with the Food and Confectionery Sub-Committee of the Committee for Exports to Canada, the display attracted buyers, wholesalers, importers and food agents from Eastern Canada, the Atlantic Provinces and the United States.

It was clear from the outset that order-taking was less likely to take place at the show than in buyers' offices in the subsequent favourable atmosphere created by the mass exposure of British products at the display. The show was received enthusiastically by buyers and reported widely by the press, radio and television. Manufacturers' agents from Toronto, Hamilton, Ontario and Montreal were quick to recognize the opportunity which has been created for them and are at present engaged in vigorous follow-up action in order to exploit this favourable publicity to the utmost.

The show's success was made apparent by various comments of the participants:

'I did not expect to see such enthusiasm for British products in Canada.'

'The esprit de corps between Canadian agents and British manufacturers at this show is something I have never seen in all the years that I have been in this business.'

'Everyone was so willing to help each other that it was almost unbelievable.'

Mr. J. Stuart Golfar, leader of the mission, during a speech at the reception to launch the display, estimated that the guests present totalled $1,500 million worth of buying power.

'But', he said, 'Canada is not an easy market. It is a tough and sophisticated one. I know British manufacturers are well aware of this, and they know that their products cannot be sold on sentiment, that price, packaging and delivery are all important, and they intend to go all out to meet these requirements. I am confident that the commercial results will be commensurate with this great effort.'

Exports of British foodstuffs to Canada last year were worth just over $24 million. This represented increases of some $5 million over 1965 and of $7 million the 1964 figures. This year, because of the impact of British Week in Toronto, he was convinced that the value was certain to be far higher.

'Toronto is already one of the best outlets for British foodstuffs outside Great Britain,' he added. 'From the point of view of the British Food Industry, therefore, Toronto is a natural choice for British Week, and speaking on behalf of the manufacturers represented here, I can say quite definitely that we intend to exploit this magnificent opportunity to the utmost.'

Introducing Mr. Golfar, Mr. Raymond Jones, director of the British Week in Toronto, said that statistics from previous British Weeks showed that sales of British products had benefited greatly by such promotions. Following the British Week in Milan, for example, one retailer calculated that he had sold 2½ million British biscuits in one six-hour stint.

Mr. Jones said that the show being presented had come about mainly as a result of the initiative taken by the Food Industry itself following a visit by an exploratory mission last November. This mission had learned their lessons well, had sought out the facts of food merchandising in Canada, and were now applying them. He had no doubt that the results would be spectacular.

The 72nd annual International Zagreb Fair was opened on April 15 by Mr. Anton Bole, president of the Yugoslav Federal Economic Chamber. The Board of Trade organized two Joint Ventures at the fair in co-operation with members of the Surgical Instrument Equipment and Appliance Export Group and the British Marine Council, showing a range of medical and marine equipment. Sixteen British firms participated in the medical exhibition and six in the transport exhibition; a number of British firms also had individual exhibits, most of which were organized by their local agents. Exhibitors reported themselves well satisfied with the amount of business done at the fair and with the number of serious inquiries and contacts made.

Lord Brown at Hanover Fair

VISITING the Hanover Fair on May 3, Lord Brown, Minister of State, said: 'As far as Great Britain is concerned, we were closely involved with the start of the Hanover Fair, and our association with it in one form or another stretches back in time for more than 20 years, and I am glad to say that British industry is availing itself on an ever increasing scale of the friendly co-operation and extremely well-organized facilities which the Hanover Fair Company so willingly offers'.

Lord Brown pointed out that the British participation at this year's event was on a larger scale than ever before. British exhibitors totalled 203 firms, of whom 79 were showing on their own stands, 56 through their German agents and 68 firms, many of whom were paying their first visit to Hanover, were taking part in eight Joint Ventures arranged by trade associations with the support of the Board of Trade. In addition, a further trade association had a commercial information stand with Board of Trade assistance. 'Apart from these activities', said Lord Brown, 'we shall as usual have our official information office in the International Centre. The scale of these operations is clearly indicative of the importance attached by our industry to the Hanover Fair.'

'The range of products within the scope of these Joint Ventures', continued Lord Brown, 'covers the field of hydraulic equipment, photographic apparatus, electrical and electronic equipment, office and business equipment and stationery, wood-working machinery, ophthalmic lenses and electric light fittings. I should explain that the Joint Venture assistance offered to industrial groups by my Government is designed to encourage firms which might not otherwise do so to take part in exhibitions overseas – and where better than at Hanover?'

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 issue.

Mr. Peter Carmichael of Acton, London, a representative of the British Lucas electrical company, shows one of his company's pumps, the IP60, to two attractive Lufthansa German airline stewardesses at the Hanover Fair.

British fur fashions being demonstrated on the stand of one of the British exhibitors taking part in the Joint Venture display organized by the Board of Trade and the British Fur Trade Association at the Frankfurt International Fur Fair from April 26 to 30. The majority of British firms, many of whom were exhibiting for the first time, did excellent business at Frankfurt.

Furs from Britain major attraction at Frankfurt Fur Fair

A report from the British Consulate-General, Frankfurt

THE FRANKFURT International Fur Fair, held annually in the Frankfurt Fair grounds, attracted many more British firms this year than ever before. For the first time, the Board of Trade in collaboration with the British Fur Trade Association mounted a Joint Venture, comprising 21 stands, in addition to which a further four firms exhibited independently.

At this year's fair, which took place from April 26 to 30, the mood of 'cautious optimism' which has been a hallmark of all this year's German fairs as a result of the recent pressures on the German economy was once again the dominating feature. Nevertheless, results generally at the fair were considered better than might have been forecast, and many firms did excellent business. Amongst these were the majority of British firms, including many who were showing here for the first time.

The British Joint Venture in particular had prepared the way for its success exceptionally well, with large eye-catching advertisements in the advance numbers of the German trade press, and also by employing a male model dressed as a London 'bobby' to hand out attractive leaflets giving full details of all the Joint Venture stands and the goods on show there. The joint stand itself, in gay modern, open design, presented an attractive British front in Hall V and attracted many visitors.

High tariff barriers operate in the Common Market countries against British manufactures, particularly on finished fur goods, and most exhibitors in this field found the majority of their business had been done with the European Free Trade Association member countries. This was not always the case, however, and orders were forthcoming from Italy, France and, to a lesser extent, Germany whose buyers were obviously feeling their way carefully in a depressed home market. Those firms exhibiting skins had the benefit of lower tariffs and had tended to do better business all round. These firms had had inquiries and orders from all over Europe and were well satisfied with their participation.

The British Fur Trade Association operated an information stand at a focal point of the British Joint Venture and dealt with many inquiries about the British fur industry during the course of the fair. On April 29, the British exhibitors were visited by HM Consul-General, Mr. A. H. Ballantyne, to whom the exhibitors as a whole were able to confirm their good results and intention to exhibit at Frankfurt again in the future.

The directors of the Frankfurt International Fur Fair, one of the most prominent fairs in this field on the Continent, were very happy to have attracted a considerably larger contingent of British exhibitors this year than ever before. In their results and intentions to exhibit again, the British firms showed that they are equally happy to have taken part. It is to be hoped that next time even more British exhibitors will exhibit and join those who are making a considerable success in exporting to the important continental markets.

British pottery aims at Canadian Market

'BRITISH POTTERY is full of the centennial spirit. British designers and artists have been working for months on special commemorative pieces. It is doubtful whether the industry has ever produced so much special ware for any other single occasion commemorated in another country.'

That is what an authoritative spokesman for the British Pottery Manufacturers' Federation had to say about a major display of pottery at the British Canadian Trade Association showrooms in Toronto from April 25 to 28.

The six members of the Federation at the close of the show – an early highlight of British participation in Canada's 100th birthday – said they were 'exceptionally pleased' with the enthusiasm shown by Canadian buyers who visited the display. The centennial designs for Canada fall into three groups: specially made individual collectors' pieces; new ware, carrying a commemorative emblem, such as the Centennial Rose of the Maple Leaf Tartan; other ware, which while not visibly associating itself with Canada's centennial, has been made specifically for the market.

Fifty per cent of the total production of British pottery is exported, and of this total 32 per cent goes to Canada.

London Engineering Exhibition

TRADE delegations from most of the industrially advanced countries visited the London International Engineering and Marine Exhibition and the International Welding Exhibition, report the organizers. The major delegations came from most of the Eastern European countries, together with a large delegation from Japan. Held at Earls Court and finishing on May 4, one of the exhibition's main attractions was its very wide international scope, offering overseas visitors a centre for seeing and discussing the latest developments in engineering equipment, components and materials from every industrialized nation.

Approximately 650 British exhibitors participated in the event, together with 268 overseas exhibitors, and though attendance figures were not up on the previous year's, most British companies are reported to have received more orders and inquiries than they had hoped for.

Organized by F. W. Bridges & Sons Ltd., in association with the British Electrical and Allied Manufacturers' Association, and the British Mechanical Engineering Federation together with their affiliated associations, the exhibition was sponsored by the London Chamber of Commerce.

Overseas trade buyers visit the stands of British exhibitors at the International Shoe, Leather and Machinery Exhibition, Pirmasens. Held from April 22 to 27, the exhibition attracted about 65,000 trade visitors, including about 22,500 from abroad. Eighteen member-firms of the British Leather Federation collaborated with the Board of Trade in a Joint Venture stand.

The Joint Parliamentary Secretary to the Ministry of Technology, Mr. Edmund Dell (right), paid a two-day visit to Milan from April 13-15 and attended the International Fair's opening ceremony. He afterwards toured the Jewellery Trade Centre's display, and a selection of Italian agents for British firms. The British Ambassador in Italy, Sir Evelyn Shuckburgh, also paid a visit to the Fair.

British firms at Pirmasens

A FOCAL POINT of the Eighth International Shoe, Leather and Machinery Exhibition, which was held from April 22-27 in Pirmasens, German Federal Republic, was the 'joint venture' stand of the British Leather Federation. This trade association had, in collaboration with the Board of Trade, arranged for 18 of its member firms to exhibit their high-quality leather on a well designed and effectively decorated joint stand. Most of these British leather manufacturers have been regular exhibitors at this exhibition, which gives them the unique opportunity of showing their products to not only the German shoe industry, which is centred on Pirmasens, but also to customers from many other overseas markets. The number of serious trade inquiries and orders received by these British firms during the exhibition has been very satisfactory and encouraging for their future export trade with Western Germany and other continental countries.

A very interesting and successful display of modern test machines and test devices for shoes and shoemaking materials had been arranged by the Shoe and Allied Trades Research Association (SATRA), Kettering, also in collaboration with the Board of Trade. This exhibition stand with its unique range of machines and testing equipment aroused considerable interest among trade visitors, and the officials from SATRA attending the stand were kept busy for most of the time recording serious trade inquiries and orders. It was the first time that this organization had participated in the exhibition.

In addition to the firms exhibiting on the joint stand of the British Leather Federation, ten other British firms participated separately in this exhibition, thus making a total of 29 British exhibitors. Most of these firms are also regular exhibitors at this event, and their products on display ranged from shoe-making machines and shoe components to adhesives and linings.

The International Shoe, Leather and Machinery Exhibition in Pirmasens is regarded by the trade as one of the largest and most important exhibitions of its kind in Europe. It is held every three years and covers the entire range of equipment, machinery, components and accessories used by the shoe industry, as well as leather, shoe samples and other relevant articles. Particular efforts had been made by the organizers to enlarge the total exhibition space which was available for the event held three years ago. This time the exhibition was accommodated in 12 modern halls covering a net space of about 25,000 square metres. The total number of exhibitors was 408, of whom 153 firms came from 14 foreign countries. When the exhibition closed on April 27, about 65,000 trade visitors, including about 22,500 from abroad, had visited this international event.

Two officers of the Eastbourne police force and a Scots Guard piper were there to greet HM Ambassador Sir Robert Isaacson and Lady Isaacson as they arrived for the opening of Loeb's British Fortnight in Berne. Loeb Brothers, the largest department store in Berne, carried a very wide range of British consumer goods during the Fortnight, which ended on May 12. A constant stream of customers were directed under an illuminated display of Tower Bridge to a British shopping street inside the store where food, toys, clothing, jewellery, antiques and British specialities of every description were displayed. British consumer goods are in great demand in Switzerland, which provides an excellent market for them.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Board of Trade supports Australian store promotion

LORD BROWN, Minister of State, Board of Trade, attended a luncheon on May 10, given by the British National Export Council, at which Mr. Charles Lloyd Jones, chairman of the David Jones group of department stores, announced full-scale promotions of British goods in at least 12 of their stores throughout Australia in April-May 1968.

David Jones are particularly interested in finding new sources of supply for china and glassware, textiles (all types), hosiery, gloves, floor coverings, furnishing fabrics, shoes, handbags, hardware, foodstuffs, toys, knitwear, costume jewellery, etc. The number of their buyers who will be visiting the United Kingdom in the coming months will be increased by 50 per cent to cope with the expected purchases.

The promotions offer valuable opportunities to British suppliers to sell their goods in every part of the Australian continent. Their commercial success will depend on the availability of merchandise and the willingness of British manufacturers to support them in Australia through the medium of the Board of Trade Co-operative Advertising Scheme.

All inquiries concerning merchandise should be made to the store's London buying house, addressed to Mr. N. L. Bishop, David Jones Ltd., 315 Regent Street, London, W.1 (Tel. Langham 1555). Further information about the promotions themselves may be obtained from Mr. C. S. Stappard, Board of Trade, Room 215, Kingsgate House, Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2761).

LORD WALSTON MEETS FOOTBALLERS AT METZ

A record crowd of 7,000 attended a football match during the recent British Shopping Week at Metz in which Crystal Palace defeated the local team by three goals to one. Picture shows members of the victorious team being presented to the Prefect of the Region, M. Laporte (centre) and Lord Walston, Parliamentary Secretary, Board of Trade.

Representatives of some of the small firms participating in a group exhibit at the ELMIA international agricultural show, June 1-11, at a meeting at the Wimbledon headquarters of the Rural Industries Bureau, the sponsoring organization, for a pre-show briefing. The ELMIA agricultural show attracts visitors with high purchasing power from Scandinavia and Northern European countries. Surveys made at the last three shows indicate that 62 per cent of the visitors are the eventual buyers of the exhibited products. The main themes of the show are agriculture, forestry, and leisure time activities. Pictured here at the Rural Industries Bureau pre-show briefing are (from left to right): Mr. and Mrs. Davison, Ramsey (Hunts.) Engineers Ltd., Hunts.; Mr. V. R. Lowe, chief business management officer, RIB; Mr. A. Morris, A. Morris & Sons, Dunsford, Devon; Mr. L. Millar, Lauder Millar Ltd.; Mr. O. W. Lipton, senior marketing officer, RIB; Mr. M. Powell, MP Plastics, Saffron Walden, Essex; Mr. M. Jackson, R. K. Allett, Stamford, Lincs.; Mr. R. Ray, Agricultural Requisites & Mechanization Ltd., Rugeley, Staffs.; Mr. E. Thomas, Edward Thomas & Sons, Oswestry; Mr. E. Mahoney, exhibitions officer, RIB; and Mr. R. Murray, H. J. Godwin Ltd., Quenington, Glos.

John Crossley-Carpet Trades Holdings Ltd., of Halifax, have formed a company in Denmark called Crossley Carpets Scandinavia A/S to handle their rapidly growing sales of carpets to Denmark and Sweden. This is yet another example of the continuing efforts being made here in the consumer goods field by British manufacturers following the impetus imparted by the British Week in Denmark in October 1964. The photograph shows the British Ambassador, Mr. J. O. Wright (right), talking to Mr. C. P. Crossley (centre), the chairman of John Crossley-Carpet Trades Holdings Ltd., and Mr. H. R. Crossley (left), manager of Crossley Carpets Scandinavia A/S, at the opening of the new company's showrooms at Taastrup just outside Copenhagen.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Spain and Italy

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Información Comercial Española* that a Final Act to the Italo-Spanish Trade Agreement of June 28, 1960, was signed on April 1, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3476). Please quote reference No. CRE/2800/G.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on The Malagasy Republic (Madagascar) and Réunion, Iraq and Honduras have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

A six-man Czechoslovakian technical mission has just returned to Prague after spending 10 days in Britain looking at automation systems and equipment for thermal and nuclear power stations. These included Calder Hall and the 1,180mW Wylfa nuclear power station, Anglesey. The party is seen here in the computer test area of English Electric's Power and Marine Division with Mr. M. Delahunty, divisional manager (extreme left). The others, from left to right, are: Mr. M. Pavlicek, leader of the mission; Mr. R. Sindelar, head of Department for Control and Automation, Skoda; Mr. M. Stanek, technical engineer of Skoda; Mr. J. Sonin, chief engineer, Energoprojekt; and Mr. K. Aixner, project engineer, Energoprojekt.

HONG KONG TRADE DEVELOPMENT COUNCIL

DISPLAY CENTRE

An Eastern meeting place for businessmen in the heart of London's West End — where you can see the best of Hong Kong's industrial production in a continuous series of specialised trade exhibitions. To open the new display centre, the Council presents, in co-operation with established importers, an exhibition of top quality fashion garments for women. But if this is not your field, there will be something to interest you next time. Future shows will cover almost every line of product manufactured in the Colony.

Full information on all aspects of trade with Hong Kong is available at:
The Hong Kong Trade Development Council,
55/58 Pall Mall, London, S.W.1.
Telephone: 930-7955.

DISPLAY OF WOMEN'S FASHIONS FROM HONG KONG
May 15th-June 9th, 1967 at the
HONG KONG TRADE DEVELOPMENT COUNCIL DISPLAY CENTRE
55/58 Pall Mall, London, S.W.1.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ANGOLA

Comissao Coordenadora do Plano de Radiodifusao de Angola:
(84/67) Radio Receiver. May 30. E.S.B. 18582/67.*
(85/67) Broadcasting Transmitters. July 3. E.S.B. 18578/67.*
(85/67) Radio Receivers. June 30. E.S.B. 18579/67.*
(85/67) Broadcasting Equipment. July 6. E.S.B. 18586/67.*
(87/67) Buses for Services Municipalisados de Transportes. (Further Information.) Tender documents now available. E.S.B. 9924/67.*

ARGENTINA

(88/67) Carbon Steel for Dirección Nacional de Construcciones Portuarias y Vias Navegables. May 29. E.S.B. 19045/67.

AUSTRALIA

(88/67) Pumping Plant for Melbourne Board of Works. May 23. E.S.B. 19044/67.*
National Capital Development Commission:
(87/67) Sludge Aeration Equipment. May 30. E.S.B. 18725/67.
(87/67) Sewerage Treatment Plant. May 30. E.S.B. 18726/67.
(88/67) Flap Valves for State Rivers and Water Supply Commission, Victoria. June 20. E.S.B. 19047/67.*

BARBADOS

Waterworks Department, Bridgetown:
(85/67) Contractors' Plant and Equipment. Closing date not known. E.S.B. 18590/67.
(85/67) Pick-up Trucks. (Advance Information.) Closing date not yet known. E.S.B. 18591/67.

BURMA

(84/67) Umbrella Cloth for Myanma Export Import Corporation. June 5. E.S.B. 18554/67.*

CANADA

(85/67) Hydraulic Turbines for British Columbia Hydro and Power Authority. July 11. E.S.B. 4998/67.

CEYLON

(83/67) Lathes for Colombo Port Commission. May 25. E.S.B. 18275/67.
Department of Government Electrical Undertakings:
(88/67) Air Conditioning Plant. June 16. E.S.B. 19072/67.
(88/67) Mortuary Coolers. June 16. E.S.B. 19079/67.
(83/67) Rain Capes for Department of Government Stores. May 30. E.S.B. 18272/67.
(83/67) Aluminium Corrugated Sheets for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 17083/67.*
(85/67) Electrical Materials for State Engineering Corporation of Ceylon. (Further Information.) Tender documents now available. E.S.B. 17070/67.*

CHILE

(88/67) Blood Transfusion Equipment for National Health Services. May 23. E.S.B. 19028/67.*

COSTA RICA

(87/67) Automatic Telephone Exchange for Banco Credito Agricola de Cartago. May 25. E.S.B. 18765/67.*
(83/67) Coin-operated Telephone Sets for El Instituto Costarricense de Electricidad. June 19. E.S.B. 18236/67.*
(87/67) Laboratory Equipment for La Proveedaria Nacional. May 26. E.S.B. 19006/67.*

CYPRUS

(83/67) Power Station Equipment for Electricity Authority of Cyprus. July 7. E.S.B. 17876/67.

ECUADOR

(87/67) Construction of Pipeline for Empresa de Ferrocarriles del Estado. Closing date not known. E.S.B. 17834/67.

FORMOSA

Central Trust of China:
(83/67) Steel. May 26. E.S.B. 18283/67.*
(83/67) Miners' Lamps. May 25. E.S.B. 18266/67.*
(83/67) Scientific Equipment. May 29. E.S.B. 18219/67.*
(83/67) Circuit Breakers. May 27. E.S.B. 18260/67.*
(83/67) Pump. May 25. E.S.B. 18288/67.*
(83/67) Circuit Breaker. May 27. E.S.B. 18267/67.*
(83/67) Garnett Machine. May 25. E.S.B. 18262/67.*
(84/67) Pumps. May 25. E.S.B. 18268/67.*

GERMANY, FEDERAL REPUBLIC OF

(85/67) Communications Facilities (NATO) for the German Authorities, Apply by June 1. G.D. 1089/67.

GREECE

(84/67) Concrete Centrifugal Poles for Public Power Corporation. May 24. E.S.B. 18295/67.

INDIA

(85/67) Booster Regulators for Andhra Pradesh State Electricity Board. June 20. E.S.B. 18705/67.
Beas Purchase Organization:
(84/67) Steel. May 29. E.S.B. 18529/67.
(85/67) Dump Trucks. July 5. E.S.B. 18298/67.
(85/67) Crawler Tractors. July 5. E.S.B. 18297/67.
(85/67) Weighbridge. June 2. E.S.B. 18524/67.
(88/67) Connectors and Plugs. July 19. E.S.B. 19032/67.*
(88/67) Dredging for Cochin Port Trust. June 28. E.S.B. 18800/67.
Director-General of Supplies and Disposals:
(85/67) Tin Ingots. (Further Information.) E.S.B. 17444/67.*
(85/67) Tin Ingots. (Further Information.) E.S.B. 17157/67.*
Integral Coach Factory:
(87/67) Grinding Machine. (Further Information.) Tender documents now available. E.S.B. 16353/67.*
(87/67) Lathe. (Further Information.) Tender documents now available. E.S.B. 16665/67.*
(84/67) Steel for Heavy Electricals (India) Ltd. May 31. E.S.B. 18701/67.
(86/67) Steel Mill Rolls for Hindustan Steel Ltd. June 16. E.S.B. 18717/67.
(84/67) Rod and Ball Mills for National Mineral Development Corp. (Further Information.) Tender documents now available. E.S.B. 16693/67.*
(85/67) Insulator Strings for Orissa State Electricity Board. May 31. E.S.B. 18716/67.
(83/67) Transformers and Lightning Arresters for Rajasthan State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16356/67.*
South Eastern Railway:
(84/67) Railway Block Signalling. (Further Information.) Closing date postponed to July 15. E.S.B. 14617/67.*
(86/67) Chain Testing Machine. (Further Information.) Tender documents now available. E.S.B. 17840/67.*
(86/67) Lathes. (Further Information.) Tender documents now available. E.S.B. 17839/67.*

IRAQ

Iraqi Ports Administration:
(83/67) Truck. (Further Information.) Tender documents now available. E.S.B. 17021/67.*
(83/67) Industrial Boilers. (Further Information.) Tender documents now available. E.S.B. 17020/67.*
(83/67) Teleprinter Equipment. (Further Information.) Tender documents now available. E.S.B. 17022/67.*
Ministry of Defence:
(83/67) Thread. July 8. E.S.B. 18563/67.*
(83/67) Pharmaceuticals. June 10. E.S.B. 18560/67.*
(84/67) Musical Instruments. July 8. E.S.B. 18564/67.*
(84/67) Khaki Suits. July 15. E.S.B. 18566/67.*
(85/67) Cooking Pots. July 11. E.S.B. 18565/67.*
(86/67) Medical Supplies; Drugs. July 18. E.S.B. 18714/67.*
(86/67) Sports Equipment and Sports Wear. July 18. E.S.B. 18715/67.*
(86/67) Pumps. Closing date not stated. E.S.B. 18727/67.*
(84/67) Drugs for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 17024/67.*
(86/67) Construction of Water Supply for Ministry of Municipalities and Works. (Further Information.) Closing date postponed to July 4. E.S.B. 3333/67.*
(83/67) Substation Equipment for National Electricity Administration. May 31. E.S.B. 18562/67.*

IRISH REPUBLIC

(86/67) Science Equipment for County Wicklow Vocational Educational Committee. May 26. E.S.B. 18704/67.
(85/67) Construction of Dwellings for Ennis Urban District Council. May 26. E.S.B. 18703/67.
(88/67) Fluoridation and Chlorination Equipment for Urban District Council, Killarney. May 26. E.S.B. 19003/67.

JORDAN

(87/67) Tyres and Tubes for Jordan Phosphate Mines Co. July 1. E.S.B. 18762/67.*

KENYA

(85/67) Carrier Equipment for East African Posts and Telecommunications Administration. (Further Information.) June 27. E.S.B. 47265/67.
East African Railways and Harbours:
(83/67) Steel Rails. Apply by May 27. E.S.B. 18522/67.
(87/67) Steel Rails. June 5. E.S.B. 19012/67.

LEBANON

(87/67) Bearings for Lebanese State Railways. May 31. E.S.B. 18711/67.*

LIBYA

(88/67) Generators for Ministry of Public Works. June 26. E.S.B. 18763/67.

MALAGASY REPUBLIC

(83/67) Road Works for Ministry of Equipment and

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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Communications. June 15. Press notice (in French) available. E.S.B. 18246/67.*

MALAYSIA

(85/67) **Diesel Locomotives** for Malayan Railways Administration. (Further Information.) Tender documents now available. E.S.B. 17469/67.*

MEXICO

(87/67) **Fire Fighting Equipment** for Public Works Ministry. (Advance Information.) Closing date not known. E.S.B. 15215/67.

MOROCCO

(88/67) **Furniture and Office Equipment for Schools** for La Direction Centrale des Approvisionnements. June 6. E.S.B. 18748/67.*
(86/67) **School Desks** for Ministry of National Education. May 25. E.S.B. 18747/67.*
(87/67) **Hopper-Wagons** for Office National des Chemins de fer du Maroc. June 17. E.S.B. 18710/67.*

NEW ZEALAND

(87/67) **Conductor** for Dunedin City Corporation. June 6. E.S.B. 18760/67.*
General Post Office:
(83/67) **Insulating Board and Transparent Plastic.** June 2. E.S.B. 18235/67.*
(83/67) **Pliers.** May 30. E.S.B. 18278/67.*
(87/67) **Hand Lamps.** June 6. E.S.B. 18776/67.*
(87/67) **Ring Main Tee-off Units** for Lyttleton Harbour Board. May 26. E.S.B. 18775/67.*

PAKISTAN

(84/67) **Pipes, Fittings and Valves** for Chittagong Water Supply and Sewerage Authority. (Further Information.) Tender documents now available. E.S.B. 18502/67.*
East Pakistan Industrial Development Corporation:
(83/67) **Cement Clinker.** June 17. E.S.B. 18531/67.
(84/67) **Glue.** (Further Information.) Re-issued. Closing date now May 31. E.S.B. 1169/67.*
EP-Wapda, Dacca:
(85/67) **Insulators.** May 31. E.S.B. 18533/67.
(84/67) **Insulators.** May 29. E.S.B. 18532/67.
(84/67) **Differential Relay.** May 30. E.S.B. 18534/67.
(84/67) **Copper Tube.** May 26. E.S.B. 18535/67.
(84/67) **Circuit Breaker.** May 24. E.S.B. 18538/67.
(84/67) **Railway Track Material** for Karachi Port Trust. July 3. E.S.B. 18598/67.
(86/67) **Cadmium Copper Wire** for Pakistan Telegraph and Telephone Department. May 27. E.S.B. 18742/67.

PHILIPPINES

(84/67) **Thermal Power Plant Equipment** for National Power Corporation. July 11. E.S.B. 18530/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(87/67) **Black Drawing Paper.** May 30. E.S.B. 18796/67.*
(87/67) **Workshop Hand Tools and Equipment.** May 30. E.S.B. 18799/67.*
(88/67) **Gas Stoves.** May 26. E.S.B. 18797/67.*
(88/67) **Kitchen Equipment.** May 26. E.S.B. 18798/67.*
State Tender Board:
(87/67) **Copper Tubes.** May 24. E.S.B. 18736/67.*
(87/67) **Laboratory Equipment.** May 29. E.S.B. 18733/67.*
(87/67) **Concrete Anchors.** May 25. E.S.B. 18739/67.*
(87/67) **Electric Hoist.** May 24. E.S.B. 18738/67.*
(87/67) **Cable.** June 1. E.S.B. 18735/67.*
Tender Board, South West Africa Administration:
(88/67) **Leather.** May 23. E.S.B. 18779/67.*
(88/67) **Divans.** May 23. E.S.B. 18783/67.*
(88/67) **Clocks.** May 23. E.S.B. 18785/67.*
(88/67) **Carpets and Underfelts.** May 23. E.S.B. 18786/67.*
(88/67) **De-Ioniser.** May 23. E.S.B. 18788/67.*

SUDAN

(87/67) **Shaping Machines** for Sudan Railways. June 6. E.S.B. 18759/67.*

SWAZILAND

(87/67) **Transformers** for Swaziland Electricity Board. (Further Information.) Tender documents now available. E.S.B. 18226/67.*

SYRIAN ARAB REPUBLIC

(87/67) **Aircraft Refuelling Equipment** for Syrian Arab Distributing Company. Closing date not stated. E.S.B. 16518/67.*

THAILAND

(87/67) **Aluminium Alloy Sheets** for Directorate of Air Engineering. June 1. E.S.B. 18758/67.*
Metropolitan Electricity Authority:
(87/67) **Switchgear.** June 26. E.S.B. 18749/67.*
(87/67) **Copper Cable.** May 26. E.S.B. 18750/67.*
State Railway of Thailand:
(83/67) **Tin.** May 29. E.S.B. 18544/67.
(84/67) **Conductor.** May 29. E.S.B. 18589/67.
(84/67) **Immitation Leather Cloth.** May 24. E.S.B. 18576/67.
(86/67) **Steel Plate.** May 25. E.S.B. 18755/67.
(86/67) **Steel Plates.** May 25. E.S.B. 18754/67.
(86/67) **Steel Plates.** May 25. E.S.B. 18756/67.
(86/67) **Cables** for Telephone Organization of Thailand. May 26. E.S.B. 18752/67.
(86/67) **Transformers** for Yanhee Electricity Authority. May 24. E.S.B. 18720/67.

TUNISIA

Secretariat d'Etat aux Travaux-Publics:
(84/67) **Construction of Kitchen and Annexes.** May 29. E.S.B. 18252/67.*
(84/67) **Construction of Laundry Building.** May 29. Tender documents (in French) available. E.S.B. 18253/67.*

TURKEY

(86/67) **Gas Production Plant** for Ankara Electricity, Gas and Bus Administration. October 25. E.S.B. 18707/67.*
(86/67) **Machine Tools** for Ground Forces Command. June 5. E.S.B. 18706/67.*
Meat and Fish Combine:
(83/67) **Cold Storage Unit.** Closing date not known. E.S.B. 18528/67.*
(85/67) **Welding Tester.** Closing date not yet known. E.S.B. 18575/67.*
Naval Forces Command:
(84/67) **Pumps.** June 8. E.S.B. 18571/67.*
(85/67) **Converter Sets.** June 1. E.S.B. 18570/67*
(86/67) **Electronic Tubes and Diodes** for P.T.T. Administration. June 5. E.S.B. 18708/67.*
(84/67) **Accumulator Parts** for State Railways Administration. May 30. Tender documents (in Turkish) available. E.S.B. 18568/67.*

UNITED ARAB REPUBLIC (EGYPT)

(85/67) **Steel** for Egyptian Railways. June 17. E.S.B. 18718/67.

UNITED STATES OF AMERICA

(87/67) **Hydraulic Turbines** for United States Corps of Engineers. June 8. E.S.B. 18777/67.*

URUGUAY

(84/67) **Insulating Material** for AFE (The State Railways). Closing date: 1st call – June 7; 2nd call – June 14. E.S.B. 18527/67.

VENEZUELA

(84/67) **Water Treatment Plant and Equipment** for Instituto Nacional de Obras Sanitarios. June 6. E.S.B. 18508/67.

VIETNAM

(85/67) **Electric Components** for Central Purchasing Authority. May 24. E.S.B. 18594/67.*
Industrial Development Centre:
(86/67) **Baby Food Plant.** June 15. E.S.B. 18709/67.*
(86/67) **Fishing Nets Machinery.** June 15. E.S.B. 18719/67.*

ZAMBIA

Central Supply and Tender Board:
(83/67) **Paper.** May 26. E.S.B. 18518/67.*
(83/67) **Shirts.** May 28. E.S.B. 18519/67.*
(84/67) **Telephone Wire.** June 23. E.S.B. 18520/67.*
(87/67) **Bulldozing Equipment.** June 16. (Conditions only available.) E.S.B. 19016/67.*
(87/67) **Road Rollers.** June 16. E.S.B. 19018/67.*
(87/67) **Concrete Mixers.** June 16. E.S.B. 19020/67.*
(88/67) **Bulldozing Equipment.** June 16. E.S.B. 19015/67.*
(88/67) **Road Graders.** June 16. E.S.B. 19017/67.*
(88/67) **Stationery.** June 2. E.S.B. 19021/67.*
(88/67) **Dental Workshop Equipment.** June 2. E.S.B. 19025/67.*
(85/67) **Construction of Sewage Disposal Works and Sewer** for Municipal Council of Ndola. (Further Information.) Closing date postponed to 12 noon, July 18. E.S.B. 15823/67.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(85/67) Inquiry for suitings. E.S.B. 16928/67.
(88/67) Inquiry for textiles and socks. E.S.B. 19158/67.

Australia
(87/67) Agency inquiry for floor coverings. E.S.B. 14228/67.
(88/67) Agency inquiry for cutlery; fancy goods; stationery; tobacconist sundries; toffees; toys. E.S.B. 18348/67.
(84/67) Inquiry for handicraft tools and materials. E.S.B. 17254/67.

Austria
(84/67) Agency inquiry for sports goods. E.S.B. 15933/67.
(85/67) Agency inquiry for clothing. E.S.B. 15732/67.
(85/67) Agency inquiry for office furniture. E.S.B. 16884/67.
(85/67) Agency inquiry for paints and glues; plastic boards, timber and timber products. E.S.B. 17945/67.
(86/67) Agency inquiry for silk material. E.S.B. 13212/67.
(88/67) Agency inquiry for engineers' small tools; machine tools. E.S.B. 17924/67.
(88/67) Agency inquiry for motor car accessories. E.S.B. 18426/67.
(84/67) Inquiry for street cleansing vehicles. E.S.B. 8494/67.

Bahamas
(86/67) Inquiry for giftware; stainless steel items. E.S.B. 18350/67.
(88/67) Inquiry for antique maps; oil paintings; picture frame mouldings. E.S.B. 18411/67.

Bahrain
(86/67) Agency inquiry for kitchen cabinets; paints and varnish; sanitary ware. E.S.B. 12748/67.

Barbados
(86/67) Agency inquiry for cooking appliances; cutlery; domestic hardware; lanterns. E.S.B. 17510/67.
(87/67) Agency inquiry for paint spraying equipment; stationery. E.S.B. 18422/67.

Belgium
(85/67) Agency inquiry for gramophone records; musical instruments. E.S.B. 18319/67.

Bolivia
(84/67) Agency inquiry for piece goods; suitings. E.S.B. 17737/67.

(86/67) Inquiry for camping and exploration equipment; insect repellents; snake antidotes. E.S.B. 17918/67.
(87/67) Inquiry for builders' supplies; dish washers. E.S.B. 18435/67.
(87/67) Inquiry for canned fruits. E.S.B. 17736/67.

Brazil
(86/67) Agency inquiry for steel rolls. E.S.B. 17580/67.
(84/67) Exporting to Brazil. C.R.E. 2767/G.

Bulgaria/Denmark
(83/67) Trade Agreement. C.R.E. 2980/G.

Canada
(84/67) Inquiry for air compressors; electric motors; gear units. E.S.B. 18135/67.
(84/67) Inquiry for bedding; lace tablecloths. E.S.B. 13797/67.
(85/67) Inquiry for aluminium nails. E.S.B. 18112/67.
(85/67) Inquiry for bearings; nuts, bolts and screws; reducers; structural steel. E.S.B. 18125/67.
(85/67) Inquiry for couplings and hose; drills; lubricants; paints and finishes; tools. E.S.B. 18162/67.
(87/67) Inquiry for footwear. E.S.B. 16915/67.
(88/67) Inquiry for laboratory equipment. E.S.B. 18858/67.
(90/67) Inquiry for automotive break parts. E.S.B. 19252/67.

Ceylon
(86/67) Inquiry for hotel equipment. E.S.B. 27002/66.

El Salvador
(83/67) Inquiry for acetylene and propane equipment; compressors; electric motors; electrodes; industrial safety equipment; metal working machinery; piping and accessories; steel products; tank accessories; welding equipment. E.S.B. 17364/67.

Finland
(86/67) Agency inquiry for linings. E.S.B. 4652/67.

France
(85/67) Direct air link between London and Lyons. I.D. 5620.
(86/67) Inquiry for security equipment. E.S.B. 17746/67.

†For further details on the Export Service Bulletin see page 1244.

Germany, Federal Republic of
(83/67) Agency inquiry for textile fabrics. E.S.B. 17728/67.
(84/67) Agency inquiry for public address equipment; radio and television accessories; record players; tape recorders; valves and condensers. E.S.B. 18034/67.
(83/67) Agency inquiry for knitwear. E.S.B. 13744/67.
(87/67) Agency inquiry for boys' anoraks; men's leisure and hunting clothes. E.S.B. 18072/67.
(84/67) Inquiry for confectionery; drinks; foodstuffs. E.S.B. 18070/67.
(86/67) Inquiry for aircraft; aircraft parts and equipment. E.S.B. 17597/67.
(88/67) Inquiry for data processing equipment accessories. E.S.B. 13913/67.
(88/67) Inquiry for medicinal herbs and roots; pharmaceutical raw materials. E.S.B. 18964/67.

Greece
(86/67) Agency inquiry for kitchen waste disposal units. E.S.B. 12899/67.

Hong Kong
(87/67) Inquiry for cosmetics; pharmaceuticals. E.S.B. 18019/67.

Iran
(87/67) Agency inquiry for office machinery and equipment; projectors. E.S.B. 18055/67.
(84/67) Inquiry for launderette equipment. E.S.B. 17906/67.

Iraq
(87/67) Agency inquiry for oil filter manufacturing machinery and equipment; 'V' belt manufacturing machinery and equipment. E.S.B. 14006/67.
(88/67) Inquiry in respect of construction of road. E.S.B. 18668/67.

Israel
(87/67) Agency inquiry for chinaware; kitchen utensils. E.S.B. 14972/67.
(84/67) Inquiry for spectacle glass. E.S.B. 18312/67.
(87/67) Inquiry for bias binding machinery. E.S.B. 18838/67.

Italy
(85/67) Agency inquiry for calculators; magnetic tapes; office equipment and supplies; photographic material. E.S.B. 18073/67.
(85/67) Agency inquiry for knitted outerwear; sweaters. E.S.B. 18406/67.
(86/67) Agency inquiry for clothing. E.S.B. 17331/67.
(86/67) Agency inquiry for kaolin; pigments and auxiliary products. E.S.B. 18060/67.
(86/67) Agency inquiry for welding machines. E.S.B. 18138/67.
(84/67) Inquiry for antique furniture; paintings; reproduction furniture. E.S.B. 18056/67.
(85/67) Another Italian city plans British promotion. G.D. 10258/G.

Italy/Indonesia
(87/67) Trade Agreement. C.R.E. 4581/G.

Italy/Norway
(87/67) Trade Agreement. C.R.E. 4668/G.

Jamaica
(84/67) Agency inquiry for laboratory test equipment; metal working lathes; motor vehicle spare parts; nuts, bolts and washers; thermometers and pressure gauges; welding equipment. E.S.B. 16583/67.

Kuwait
(84/67) Market report on furniture. E.S.B. 23012/66.
(85/67) Inquiry for canned vegetables. E.S.B. 47628/66.

Lebanon
(86/67) Inquiry for fertilizers; florists' accessories. E.S.B. 18051/67.

Mexico
(87/67) Inquiry for milk analysis equipment; projectors; scientific teaching kits; soil testing equipment. E.S.B. 18139/67.

Morocco
(84/67) Inquiry for breeze block making machinery; building supplies; contractors' plant; generators; steel; tile making machines. E.S.B. 17962/67.

Nigeria
(84/67) Inquiry for children's wear; men's hats; women's swimwear. E.S.B. 570/67.

Norway/Czechoslovakia
(85/67) Trade Agreement. C.R.E. 5199/G.

Pakistan
(85/67) Inquiry for vehicle components making machinery. E.S.B. 13279/67.
(85/67) Inquiry for yarns. E.S.B. 18156/67.

Philippines
(85/67) Registration of consulting engineers — further information. E.S.B. 9880/67.

South Africa
(86/67) Agency inquiry for plastics and rubber working machinery. E.S.B. 18360/67.

Sudan
(84/67) Inquiry for electric lamp making machinery. E.S.B. 17561/67.

Sweden
(85/67) Agency inquiry for women's dresses. E.S.B. 25788/66.
(83/67) Inquiry for hydraulic cylinders. E.S.B. 17393/67.

Switzerland
(84/67) Agency inquiry for suitings. E.S.B. 16917/67.
(87/67) Agency inquiry for plumbers' requisites; radiators; sanitaryware; taps. E.S.B. 17749/67.
(84/67) Inquiry for staples. E.S.B. 14910/66.
(87/67) Agency inquiry for textile products. E.S.B. 46504/66.
(88/67) Agency inquiry for electronic equipment. E.S.B. 10165/67.

Syrian Arab Republic
(87/67) Inquiry for film viscose. E.S.B. 18643/67.

Thailand
(83/67) Inquiry for chemicals; glue. E.S.B. 16786/67.

Trinidad and Tobago
(85/67) Inquiry for agricultural equipment. E.S.B. 16926/67.

Turkey
(85/67) Agency inquiry for drilling machinery; laboratory equipment; measuring instruments; medical apparatus; road building machinery. E.S.B. 13117/67.

United Arab Republic (Egypt)
(86/67) Inquiry for crane. E.S.B. 18379/67.

United States of America
(83/67) Inquiry for electrical wiring; fire terminals; industrial hardware. E.S.B. 18037/67.
(84/67) 'Telefood Magazine' supplement. E.S.B. 9807/67.
(85/67) Inquiry for office machinery. E.S.B. 18321/67.
(85/67) Inquiry for machine tools and equipment. E.S.B. 18183/67.
(85/67) Inquiry for structural steel. E.S.B. 18184/67.
(86/67) Inquiry for lawn mowers; trimmers. E.S.B. 16897/67.
(86/67) Inquiry for leather. E.S.B. 18402/67.
(86/67) Inquiry for musical instruments; sheet music. E.S.B. 18160/67.
(87/67) Inquiry for aluminium sheets and plates; steel products. E.S.B. 12382/67.
(87/67) Inquiry for builders' hardware. E.S.B. 18652/67.
(87/67) Inquiry for buttons; smocks. E.S.B. 18981/67.
(87/67) Inquiry for nuts, bolts and screws; pipes; steel and steel products. E.S.B. 18617/67.
(87/67) Manufacture under licence in Britain — chloral hydrate. E.S.B. 18631/67.
(88/67) Inquiry for leather goods. E.S.B. 13565/67.

Vietnam
(86/67) Agency inquiry for scooters; sewing machines. E.S.B. 5868/67.

Zambia
(86/67) Agency inquiry for men's clothing. E.S.B. 18130/67.
(85/67) Inquiry for clothing. E.S.B. 18049/67.
(86/67) Inquiry for haberdashery; hollow-ware; plastic-ware. E.S.B. 18640/67.

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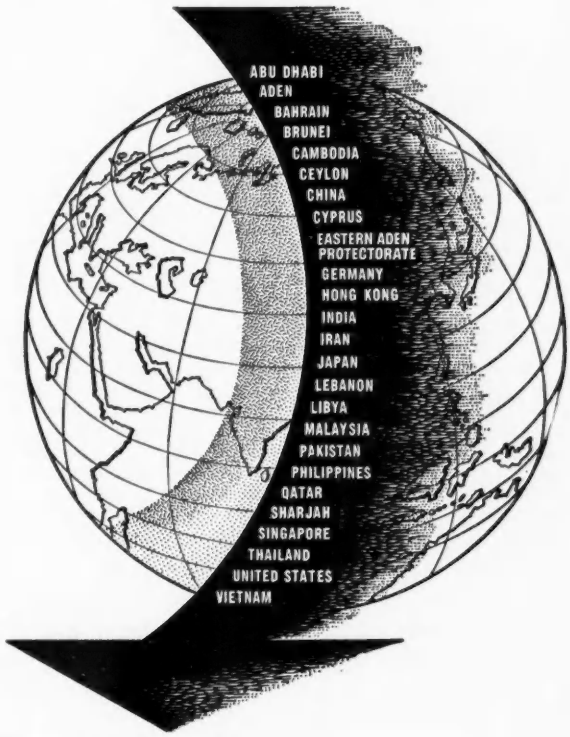

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THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the **Journal** *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the **Journal** *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Remission of duty and processing levy

THE *Board of Trade Journal* dated December 13, 1963 (pages 1336-7) contained an announcement about Decision 63/637/CEE relating to the movement of goods falling within the competence of the EEC obtained in a member state and in whose manufacture products have been used which, within the manufacturing member State, have not been charged with the customs duties or taxes with equivalent effect to which they were liable, or which have been granted a full or partial refund of duties or taxes.

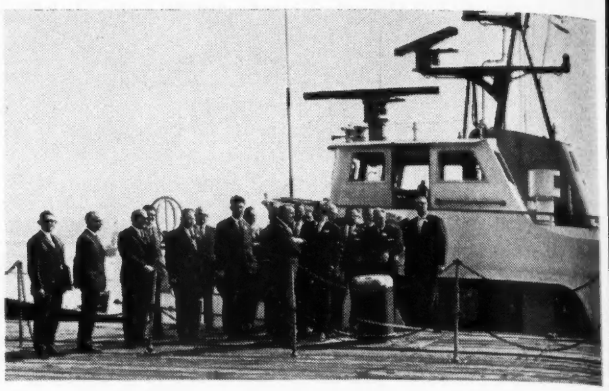
The *Journal Officiel des Communautés Européennes* No. 70, dated April 13, 1967, contains the text of Decision 67/224/CEE amending Article 9 paragraph 1 of Decision 63/637/CEE. The following is an unofficial translation of this amendment, the French text of which may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

Article 9 (1) of the Decision of the Commission of October 14, 1963, shall be amended as follows:

1. To the extent that products have been used in their manufacture to which the agricultural levy system applies, and such products do not fall within any of the categories referred to in Article 8 above, goods obtained in a member State in the circumstances referred to in Article 1 above shall be admitted to the benefits of the community system, on condition that in the manufacturing member state a compensatory levy is made at a rate equal to a percentage:

– of the agricultural levy relating to the said products in the case of products for which a single levy in respect of third countries is fixed;

– of the arithmetic mean of agricultural levies in respect of third countries applicable to the said products in the member states, in the case of products for which a single levy in respect of third countries is not yet fixed.



Radio Holland, NV, the Marconi Marine associates in Holland, chartered an aeroplane to bring 30 Dutch shipowners to the United Kingdom recently to see the new range of 'Raymarc' radars. Pictured here are a group of the Dutch shipowners boarding the Marconi Marine Research and demonstration vessel 'Elettra III' at Tilbury, prior to being taken on a demonstration run down the Thames to see the new 'Raymarc' radars in action.

Imports from non-member countries to the European Economic Community

THE *Board of Trade Journal* dated March 17, 1967 (pages 738-9) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another member state, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. 73 dated April 15, 1967, contains the text of Decision 67/245/CEE authorizing France to exclude from Community treatment imports of the following goods when they originate in Japan.

Tariff No.	Product	Period and exception
32.05 ex A	Synthetic organic dyestuffs, excluding insoluble mono-azo pigment dyestuffs and black poly-azo dyestuffs . . .	31-3-68

FINLAND

Import credit control

SINCE 1962 importers of certain durable consumer goods have been prohibited from taking foreign suppliers' credit.

The Bank of Finland have now enlarged the list of items affected. Importers are required to pay for the goods (or to deposit an amount equivalent to their full purchase price with the Bank of Finland) before the goods are cleared through Customs or are consigned to a bonded warehouse or free port. The measures take effect from April 21, 1967, but the Bank may grant exemption, case by case, for goods covered by contracts concluded before that date.

The complete list of goods now affected is as follows:

06.03 06.04	Flowers, etc.
24.02 110-400 509-600	Tobacco preparations
32.09 32.10	Dyes and paints
33.06	Perfumery and cosmetics preparations
34.01 34.02 211-290 34.05 34.06	Soaps, detergents, candles
35.06	Glues
37.02 210-999	Films
39.07 110-900	Plastic products
40.11 40.14	Tyres, etc.
42.02 42.03 42.05	Travel goods and clothing of leather

Chapter 43		Furskins and manufactures thereof
50.09	}	Fabrics of natural silk
50.10		
51.04		Fabrics of continuous man-made fibres
52.02		Fabrics of metal thread
53.11	}	Fabrics of sheep's or lambs' wool or fine or coarse animal hair
53.12		
53.13		
54.05		Fabrics of flax or ramie
55.07	}	Gauze, terry towelling and other fabrics of cotton
55.08		
55.09		Fabrics of discontinuous man-made fibres
56.07		
57.09	}	Fabrics of hemp or jute
57.10		
57.11		
57.12		
58.01	}	Carpets, tulle, lace
58.02		
58.03		
58.04		
58.05		
58.09		
58.10		
59.08	}	Special fabrics
59.09		
59.10		
59.11		
59.12		
59.13		
Chapter 60		Knitted and crocheted goods
61.01	}	Clothing
61.02		
61.03		
61.04		
61.05		
61.06		
61.07		
61.08		
61.09		
61.10		
62.01	}	Blankets, linen, curtains
62.02		
62.04		
62.05		
64.01	}	Footwear
64.02		
64.03		
64.04		
64.06		
65.02	}	Hats
65.03		
65.04		
65.05		
65.06		
66.01	}	Umbrellas and sunshades, walking sticks
66.02		
67.01	}	Artificial flowers, false hair, etc.
67.02		
67.04		
67.05		
69.06	}	Ceramic pipes, household articles, of porcelain or ceramics
69.11		
69.12		
69.13		
69.14		
70.04	}	Glass, mirrors, household articles of glass
70.05		
70.06		
70.07		
70.09		
70.13		
70.14		
70.16		
70.19		
70.21.009		Other articles of glass
71.01	}	Pearls, jewellery
71.12		
71.13		
71.14		
71.15		
71.16		
73.36	}	Ovens, heating boilers, household articles of iron or steel
73.37		
73.38		
73.40		
74.17	}	Cooking and heating equipment of copper; other articles of copper
74.18		
74.19		
75.06		Articles of nickel
76.15	}	Household and other articles of aluminium
76.16		
82.09	}	Knives, forks, spoons, scissors
82.10		
82.11		
82.12		
82.13		
82.14		
83.03	}	Filing cabinets, light fittings
83.04		
83.05		
83.06		
83.07		
84.06 210-299		Marine engines
84.11 500		Fans
84.12		Air-conditioning equipment
84.15 120-809		Refrigerating and deep-freezing cabinets
84.18 110-190		Centrifugal clothes-driers
84.20 300-400		Letter scales and personal weighing scales
84.40 100-390		Washing machines and ironing machines
84.41 801-809		Sewing machines
84.51	}	Typewriters, office machinery, data-processing machines, and parts
84.52		
84.53		
84.54		
84.55		
84.58		Automatic vending machines
85.03	}	Batteries and accumulators
85.04		
85.06	}	Electro-mechanical domestic appliances, hair clippers
85.07		
85.10		Battery and magneto lamps
85.12		Electric fires, ovens, etc., parts
85.14		Microphones, loudspeakers
85.15 410-600	}	Radio and television receivers and parts
911-999		
85.20		Lamps
87.01	}	Vehicles, including tractors, cars, buses, lorries, motor-cycles, cycles, etc., and parts
87.02		
87.09		
87.10		
87.12		
87.14		
89.01 090	}	Pleasurecraft and boats
093		
099		
940		
90.02		Lenses
90.04	}	Spectacles and telescopes
90.05		
90.07 101-200		Photographic cameras
90.08	}	Cinematographic cameras, photographic enlargers
90.09		
90.13		Spotlights and searchlights
Chapter 91		Clocks and watches and parts thereof
92.01	}	Pianos, gramophones, tape recorders, records, parts thereof
92.11		
92.12		
92.13		
93.04		Rifles and carbines
94.01	}	Furniture
94.03		
94.04		
95.01	}	Articles and manufactures of carving or moulding material
95.02		
95.03		
95.04		
95.05		
95.06		
95.07		
96.01	}	Brooms and brushes
96.02		
96.04		
96.05		
96.06		
97.01	}	Toys and games
97.02		
97.03		
97.04		
97.05		
97.08		
Chapter 98		Miscellaneous manufactured articles
99.06		Antiques

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2305).

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of April 30 announced that the following item has now been added to the list of goods imported from all countries for which a visa from the appropriate Service Technique is required according to the notice of January 5, 1967 and subsequent amendments:

Tariff heading
60.03 Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized.

Service technique; Direction des industries diverses et des textiles.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

SPAIN

Opening of global quotas

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		Pesetas	
62	Toys, games and articles for recreation	27,500,000	May 1 and May 31

GERMANY

Anglo-German offset Agreement, 1967

AN AGREEMENT between the United Kingdom and the Federal Republic of Germany for offsetting the foreign exchange expenditure on British Forces in Germany during the financial year 1967/68 was signed in Bonn on May 5, 1967. The text of the Agreement will be published in due course by Her Majesty's Stationery Office as a Command Paper.

The new Agreement is based on the same principles and the same administrative procedures as the 1964 Offset Agreement. In accordance with the provisions of the Agreement the German Government has undertaken as far as possible to make purchases in the civil and defence sectors and thereby relieve the balance of payments of the United Kingdom. The Agreement contains target figures for purchases as follows:

(a) £18 million for purchases in the defence sector;
(b) £22½ million for purchases in the civil sector by the German Government and other German public authorities (including Government departments, public corporations and publicly owned companies), and for purchases by third countries financed from German development or defence aid funds;
(c) £9 million for purchases in the civil sector by other than German public authorities which are brought about by action of the Government of the Federal Republic of Germany.

Inquiries about orders in the defence sector should be made to the Counsellor (Defence Supply) at the British Embassy, 5300 BONN, Friedrich-Ebert-Allee 77 (Tel. Bonn 22-20-21) or to the Ministry of Defence, Main Building, Whitehall, London, S.W.1 (Tel. Whitehall 7022, Ext. 6246 or 7895).

Inquiries about orders in the civil sector and in third countries should be made to the Board of Trade, Commercial Relations and Exports, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2236, 2307 or 2309) or to the Counsellor (Commercial) at the British Embassy, Bonn.

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading Number	Description of Goods	Basis for collection	Normal Tariff
47.01	Paper pulp: (a) Imported in the form of rolls, sheets or plates:		
17	(1) Perforated (1)	*Ad val.*	1%
29	(2) Other. (b) Other.	*Ad val.*	18%
		Ad val.	1%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

Importation of bottles and glasses

THE MINISTRY OF NATIONAL ECONOMY announced recently that glass bottles of all types falling within Customs Tariff No. 70. 10c, and glasses falling under Customs Tariff No. 70. 13b, are now subject to the import licensing system in the Lebanon.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE/659/G.

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 2) Regulations, 1967, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from April 24 by the insertion of the following item:

Item	Goods	Effective Rate of Duty
Ex 206 (b)	Synthetic detergents, including mixtures of soap and synthetic detergents	Free

This massive mobile training unit from Massey-Ferguson's Coventry factory has started a 20,000-mile journey, which during the next six months will take it to eight Middle East countries to provide on-the-spot training for farmers in machinery operation and maintenance. Here, the two-man crew, supervisor Tom Denney (right) and driver-demonstrator Roger Ling (left), explain their route to Mr. Roy Harriman, the Beirut-based Middle East Regional manager for Massey-Ferguson (Export) Limited, who is now in Coventry for a short visit.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R586 to R589, published in the Republic of South Africa Government *Gazette* of April 28, amend the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Preferential
R.586				
48.01 Paper and paperboard (including cellulose wadding), machine-made in rolls or in sheets:				
By the substitution for subheading 48.01.20 of the following:				
48.01.20 Tissue paper (excluding cigarette paper), with a basis weight per sq. m. of less than 25 grm. and containing not less than 30 % mechanical wood pulp or straw (percentage of the fibrous content) . . .	lb.		15%	
48.01.25 Other tissue paper (excluding cigarette paper); cellulose wadding . . .	lb.	Free		
By the substitution for subheading 48.01.50 of the following:				
48.01.50 Kraft paper and paperboard, with a basis weight per sq. m. of less than 35 grm. [excluding tissue paper with a basis weight per sq. m. of less than 25 grm. and containing not less than 30% mechanical wood pulp or straw (percentage of the fibrous content)] . . .	lb.	Free		
By the substitution for subheading 48.01.60 of the following:				
48.01.60 Imitation kraft and semi-chemical paper and paperboard, with a basis weight per sq. m. of less than 35 grm. [excluding tissue paper with a basis weight per sq. m. of less than 25 grm. and containing not less than 30% mechanical wood pulp or straw (percentage of the fibrous content)] . . .	lb.	Free		
NOTE: Specific provision, at a rate of duty of 15% is made for tissue paper (excluding cigarette paper) with a basis weight per sq. m. of less than 25 grm. and containing not less than 30% mechanical wood pulp or straw (percentage of the fibrous content).				
R.587				
55.05 Cotton yarn, not put up for retail sale:				
By the substitution for subheading 55.05.70 of the following:				
55.05.70 Mercerized knitting yarn . . .	lb.	15%		
NOTE: The duty on mercerized knitting yarn of cotton is increased from 10% (General) and 5% (M.F.N.) to 15%.				
R.588				
58.07 Chenille yarn, gimped yarn (excluding metallized yarn of heading No. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompons and the like:				
By the substitution for subheading 58.07.90 of the following:				
58.07.90 Other	lb.	30%		
NOTE: The duty on ornamental trimmings in the piece and on tassels, pompons and the like is increased from 20% to 30%.				
R.589				
85.11 Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment; electric welding, brazing and soldering machines and apparatus and similar electric machines and apparatus for cutting:				
By the substitution for subheading 85.11.10 of the following:				
85.11.10 Portable (excluding soldering irons)	No.	5%	3%	Free (U.K.)
85.11.15 Soldering irons . . .	No.	3%		Free (U.K.; Canada)
NOTE: Specific provision, at a rate of duty of 3% (General) and Free (Preferential) is made for soldering irons.				

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Customs tariff applications

CUSTOMS TARIFF Application List No. 432, published in the South African *Government Gazette* of April 28, contains applications to the Board of Trade and Industries for increases in duty on:

1. Single row radial ball and single row tapered roller bearings with an outside diameter of not less than 31 mm. but not exceeding 130 mm., and components thereof, from various rates of duty to 30 per cent *ad valorem* (General) and 27 per cent *ad valorem* (United Kingdom).
2. Guar and locust bean gums and derivatives thereof and/or compounds containing these products from free of duty to 25 per cent *ad valorem.*
3. The following tools, finished or unfinished, from 3 per cent *ad valorem* to 15 per cent *ad valorem*:
   (a) double open end spanners in chrome vanadium steel to incorporate all sizes from 6 to 27 mm., $\frac{1}{4}$ in. to 1 in. in SAE and $\frac{1}{8}$ in. to $\frac{3}{8}$ in. in Whit;
   (b) double off-set ring spanners in chrome vanadium steel to incorporate all sizes from 6 to 27 mm., $\frac{1}{4}$ in. to 1 in. in SAE and $\frac{1}{8}$ in. to $\frac{9}{16}$ in. in Whit;
   (c) combination ring and open jaw spanners in chrome vanadium steel to incorporate all sizes from 6 to 26 mm., $\frac{1}{4}$ in. to 1 in. in SAE, and $\frac{1}{8}$ in. to $\frac{9}{16}$ in. in Whit;
   (d) waterpump pliers:
   (i) 10 in. slip-joint patterns; and
   (ii) 10 in. channelock patterns; and
   (e) vice grips, 7 in. and 10 in.
4. (a) Yarns of continuous polyester fibres (excluding stretch or bulked yarns) with a tenacity of less than 6 grammes per denier, from 10 per cent *ad valorem* (General) and 5 per cent *ad valorem* (MFN) to 15 per cent *ad valorem.*
   (b) Yarn of continuous polyamide fibres (excluding stretch or bulked yarns) with a tenacity of 6 grammes per denier and over, from 10 per cent *ad valorem* (General) and 5 per cent *ad valorem* (MFN) to 15 per cent *ad valorem.*

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references as follows:

1. Roller bearings – CRE 1136/67.
2. Gums – CRE 1138/67.
3. Tools – CRE 1139/67.
4. Polyester and polyamide fibre yarns – CRE 1140/67.

GHANA

Notice to Importers No. 280

THE GHANA Controller of Imports and Exports announces, in the Ghana *Commercial and Industrial Bulletin* of April 28, the following additional items to the list of Restricted Commodities, which was reproduced in the *Board of Trade Journal* of January 13, pages 113-114, and February 10, page 391 respectively:

Customs Item No.	Description of commodity
554-300	Floor and shoe polishes
652-653	Cotton fabrics, grey, unbleached
694-210/220	Copper, iron and steel screws for wooden products
724-210	Transistor radios

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

INDIA

Import Policy 1967/68

THE INDIAN Import Policy for the year April 1, 1967 to March 31, 1968 was announced on May 1. It generally confirms and extends India's post devaluation liberalization policies.

The list of 59 priority industries remains basically unchanged. Actual-users in these industries, whatever the size of their operations, may apply for licences to import raw material components and spare parts. They may do this as often as necessary, providing that previous sets of licences have been utilized to a specific extent, i.e., 90 per cent covered by established letters of credit or 60 per cent actually imported. To the extent that India's foreign exchange resources permit, applications from importers in the non-priority industries will be dealt with on a similar basis.

For established importers the basic period for calculating quotas will be April 1961 to March 1966 for all items, although quotas already fixed on the basis of imports before March 31, 1961 will remain valid. To avoid uneconomic imports the minimum value of a quota licence has been raised to Rs. 1,000. Licences will be issued on an annual basis and those valued up to Rs. 5,000 can be utilized all at once at any time during the licensing year; licences valued at over Rs. 5,000 must be revalidated for the second six months of the year.

In accordance with the policy of avoiding expenditure on unnecessary items or items made in India, several items have been removed from the list of permitted imports. These include certain spare parts for motor vehicles and textile machinery and certain types of machine tools, chemicals and drugs and medicines.

Exporters who are actual users will continue to receive import licences to replenish stocks of raw materials, components and spares which form the import content of exports of specified products.

All inquiries regarding the import policy should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 455).

A recent visitor to London was Mr. L. O. Mattson, managing director of the Swedish associate of the Tetley Tea Company, who is seen here exchanging information about national tea-drinking habits with Miss World, 23-year-old Reita Faria from India. Scandinavia is one of the major export markets for Tetley, the pioneers of the tea bag. Some 20 per cent of the production capacity of the factory at Bletchley in Buckinghamshire is exported.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

PAKISTAN

Import of books

A NOTICE about Pakistan's import policy was published in the *Board of Trade Journal* on January 27 (page 239).

It is now understood that technical books, journals and magazines may now be imported on a sight draft/usance bills basis under import licences.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

MALAYSIA

Pioneer Industries Ordinance, 1958

THE MALAYSIAN GOVERNMENT has announced that, subject to objections made in writing to the Minister of Commerce and Industry before June 2, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
(a) Manufacture of fertilizers	Composted organic fertilizer
(b) Manufacture of vegetable oils and fats	Solvent extraction of vegetable oils
(c) Manufacture of wood and cork products	Wood chips

This notice means that it has been represented to the Minister of Commerce and Industry that the establishment and development of these industries in Malaysia should be encouraged. Firms to which pioneer certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

All inquiries about the Pioneer Industries Ordinance should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/G.

SOUTH VIETNAM

Imports of industrial machinery and equipment for sale

THE South Vietnamese Ministry of Industry and Handicraft and the Ministry of Commerce have decided to free the import (for resale) of machinery and equipment subject to the following conditions:

A. Funds are available to importers of the following items and to new import companies only:

1. Domestic electrical appliances and parts; electric enamelled copper wire.
2. Refrigerators.
3. Air conditioners.
4. Office machinery and appliances (including duplicating machines and calculating machines).
5. Marine engines.
6. Industrial machine parts and accessories.
7. Fully assembled sewing machines and parts and accessories. (Ratio AID 1 GVN.)
8. Tractor parts and accessories.
9. Hand-driven tractors.

B. The machines named below can be imported freely for resale (i.e. placed under open general licence).

1. Those machines which the importers of Section A have always purchased for resale, e.g. tractors, marine engines, pumps, etc.
2. Laboratory equipment.
3. Control equipment and appliances.
4. Machine tools and tools.
5. Machines for the manufacture of products of which the raw materials are available in Vietnam, e.g.
   (a) Shoe making machinery;
   (b) Baking machinery, machines for the production of ice-cream;
   (c) Ice making machinery;
   (d) Machines for the manufacture of school notebooks;
   (e) Machines for the manufacture of plastic products;
   (f) Industrial sewing machines;
   (g) Overlock stitching machines;

(h) Cloth cutting machines;
(i) Hand knitting machines;
(j) Knitting machines for the manufacture of woollen sweaters and socks, etc.;
(k) Packaging machinery.

C. Machine parts and accessories which are placed under open general licence:

– These are parts and accessories of the machines mentioned in paragraph B above.
– The following details should be stated in the import licence and in the proforma invoice:
1. Name of the part and for accessory, to be followed by its catalogue number.
2. What the machine is used for.
3. The machine brand name.

D. Import procedure:

Importers are at liberty to purchase the above-mentioned machines and parts either with GVN funds or AID funds.
If imports are made with GVN funds the following instructions should be observed:
1. Machinery and equipment must be of non-AID countries' origin.
2. The product price must be accepted by the authorities before the import licence is approved.
3. Unless there is a special exception, import licences will be issued subject to the following perequation tax:
(a) VN $30 for industrial machinery, laboratory equipment, control equipment, etc.;
(b) VN $30 for industrial parts and accessories;
(c) VN $40 for machine tools and tools.

AUSTRALIA

Quantitative restrictions on imports

THE AUSTRALIAN GOVERNMENT announce that, as an emergency action, quantitative restrictions have been imposed on imports of used or second-hand four-wheel-drive vehicles (excluding public service type passenger vehicles, e.g. omnibuses). These restrictions do not apply to goods in transit on April 21, 1967.
Further details will be published as soon as possible.

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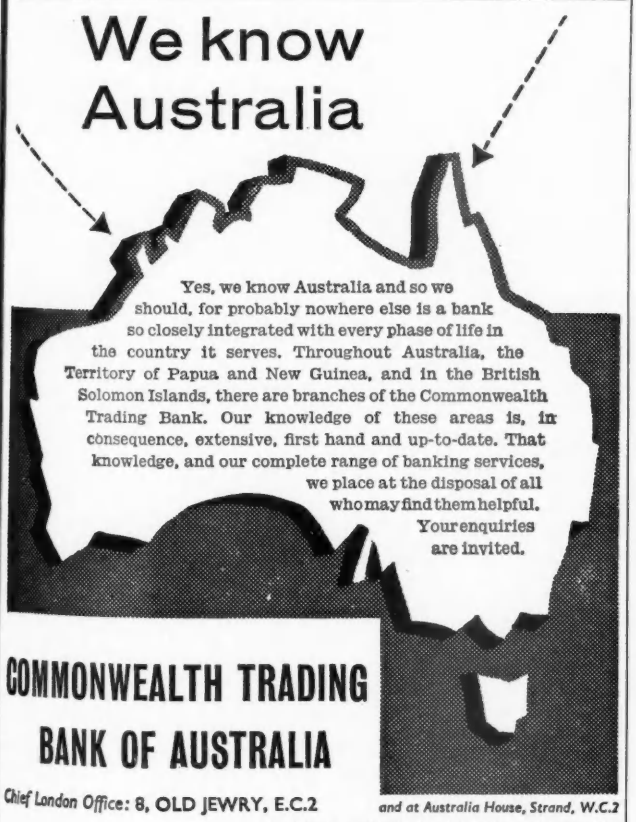

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AUSTRALIA, *continued*

Tariff changes (including temporary duties)

DETAILS ARE GIVEN BELOW of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on April 14 (tariff items falling within chapters 51, 56 and 59), April 21 (tariff items falling within chapters 21, 33, 40, 70, 82, 84, 90 and 92) and May 2, 1967 (tariff items falling within chapter 69). Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
21.07	Food preparations not falling within any other item:				
21.07.1	Nut pastes; *nut meals.*				
40.08	Plates, sheets, strip, rods and profile shapes, of unhardened vulcanized rubber:				
40.08.100	[Floor and wall coverings]	35%	25%	40% Primage 5% (Under new item 40.08.110)	12½% No change (Under new item 40.08.190)
40.08.1	*Floor and wall coverings:*				
40.08.110	*Being underlay material*	35%	25%	40% Primage 5%	12½%
40.08.190	*Other*	(Under former item 40.08.100) No change (Under former item 40.08.100)		35%	25%
51.01	Yarn of continuous man-made fibres, not put up for retail sale:				
51.01.9	Other:				
51.01.99	Other:				
51.01.991	[Yarns (other than raw yarns), being yarns that are wholly of, or of which not less than 50%, by weight, of the man-made fibres are: polyamide fibres; polyester fibres; or a mixture of polyamide and polyester fibres	12½%, and a temporary duty of $0·25 per lb.	A temporary duty of $0·25 per lb.	12½%, and a temporary duty of 35% (Under new item 51.01.991)	Free, and a temporary duty of 35%
				12½%, and a temporary duty of $0·40 per lb. (Under new item 51.01.992)	Free, and a temporary duty of $0·40 per lb.
51.01.992	Raw yarns, wholly of, or of which not less than 50%, by weight, of the man-made fibres are continuous filament polyamide fibres]	12½%, and a temporary duty of $0·15 per lb.	Free, and a temporary duty of $0·15 per lb.	12½%, and a temporary duty of $0·15 per lb., and an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·75 the product of $0·02 and the number representing the denier count of the goods (Under new item 51.01.993)	mFree, and a te$porary duty of 0·15 per lb., and an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·75 the product of $0·02 and the number representing the denier count of the goods
				12½%, and a temporary duty of $0·15 per lb., and, an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·05 the product of $0·0025 and the number representing the denier count of the goods (Under new item 51.01.994)	Free, and a temporary duty of $0·15 per lb., and, an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·05 the product of $0·0025 and the number representing the denier count of the goods
51.01.991	*Yarns (other than raw yarns) that:* *(a) are wholly of, or of which not less than 50% by weight of the man-made fibres are:* *(i) polyamide fibres;* *(ii) polyester fibres; or* *(iii) a mixture of polyamide and polyester fibres; and* *(b) are:* *(i) single yarns of 40 denier count or finer; or* *(ii) multiple or cables yarns having any single yarn of 40 denier count or finer.*	12½%, and a temporary duty of $0·25 per lb. (Under former item 51.01.991)	A temporary duty of $0·25 per lb.	12½%, and a temporary duty of 35%	Free, and a temporary duty of 35%
51.01.992	*Yarns (other than raw yarns) that:* *(a) are wholly of, or of which not less than 50% by weight of the man-made fibres are:* *(i) polyamide fibres;* *(ii) polyester fibres; or* *(iii) a mixture of polyamide and polyester fibres; and* *(b) do not fall within sub-paragraph* 51.01.991.	12½%, and a temporary duty of $0·25 per lb. (Under former item 51.01.991)	A temporary duty of $0·25 per lb.	12½%, and a temporary duty of $0·40 per lb.	Free, and a temporary duty of $0·40 per lb.
51.01.993	*Raw yarns, wholly of, or of which not less than 50% by weightof the man-made fibres are, continuous filament polyamide fibres, being yarns of 40 denier count or finer*	12½%, and a temporary duty of $0·15 per lb. (Under former item 51.01.992)	Free, and a temporary duty of $0·15 per lb.	12½%, and a temporary duty of $0·15 per lb., and, an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·75 the product of $0·02 and the number representing the denier count of the goods	Free, and a temporary duty of $0·15 per lb., and, an amount per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·75 the product of $0·02 and the number representing the denier count of the goods

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
51.01.994	*Raw yarns, wholly of, or of which not less than 50% by weight of the man-made fibres are, continuous filament polyamide fibres, not being yarns falling within sub-paragraph* 51.01.993	12½%, and a temporary duty of 80·15 per lb. (Under former item 51.01.992)	Free, and a temporary duty of 80·15 per lb.	12½%, and a temporary duty of 80·15 per lb., and an amount, per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·05 the product of $0·0025 and the number representing the denier count of the goods	Free, and a temporary duty of 80·15 per lb., and an amount, per lb. equal to the amount, if any, by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·05 the product of $0·0025 and the number representing the denier count of the goods
51.03	Yarn of continuous man-made fibres, put up for retail sale:				
51.03.9	Other:				
51.03.99	Other:				
51.03.991	[Yarns (other than raw yarns), being yarns that are wholly of, or of which not less than 50%, by weight, of the man-made fibres are: polyamide fibres, polyester fibres; or a mixture of polyamide and polyester fibres]	12½%, and a temporary duty of 80·25 per lb.	A temporary duty of 80·25 per lb.	12½%, and a temporary duty of 35% (Under new item 51.03.991)	Free, and a temporary duty of 35%
				12½%, and a temporary duty of 80·40 per lb. (Under new item 51.03.992)	Free, and a temporary duty of 80·40 per lb.
51.03.991	*Yarns (other than raw yarns) that:* *(a) are wholly of, or of which not less than 50% by weight of the man-made fibres are:* *(i) polyamide fibres;* *(ii) polyester fibres; or* *(iii) a mixture of polyamide and polyester fibres; and* *(b) are:* *(i) single yarns of 40 denier count or finer; or* *(ii) multiple or cabled yarns having any single yarn of 40 denier count or finer.*	12½%, and a temporary duty of 80·25 per lb. (Under former item 51.03.991)	Free, and a temporary duty of 80·25 per lb.	12½%, and a temporary duty of 35%	Free, and a temporary duty of 35%
51.03.992	*Yarns (other than raw yarns) that:* *(a) are wholly of, or of which not less than 50% by weight of the man-made fibres are:* *(i) polyamide fibres;* *(ii) polyester fibres; or* *(iii) a mixture of polyamide and polyester fibres; and* *(b) do not fall within sub-paragraph* 51.03.991.	12½%, and a temporary duty of 80·25 per lb. (Under former item 51.03.991)	Free, and a temporary duty of 80·25 per lb.	12½%, and a temporary duty of 80·40 per lb.	Free, and a temporary duty of 80·40 per lb.
51.04	Woven fabrics of continuous man-made fibres, including woven fabrics of monofil or strip falling within item 51.01 or 51.02: continued:				
51.04.2	Elastomeric fabrics weighing not more 15 ounces per square yard and tyre cord fabrics, not being fabrics falling within sub-item 51.04.1:				
51.04.210	Tyre cord fabrics	80·20 per lb., or, if higher, 20%	80·175 per lb.	80·20 per lb., or, if higher, 20%; and a temporary duty of 10%	80·175 per lb., and a temporary duty of 10%
56.01	Discontinuous man-made fibres, not carded, combed or otherwise prepared for spinning:				
56.01.900	[Other]	Free	Free	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60 an amount per pound equal to the difference (Under new item 56.01.910)	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60 an amount per pound equal to the difference
				No change (Under new item 56.01.990)	
56.01.9	*Other:*				
56.01.910	*Of polyamides*	Free (Under former item 56.01.900)	Free	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference
56.01.990	*Of other materials*	No change (Under former item 56.01.900)		Free	Free
56.02.000	[Continuous filament tow]	Free	Free	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference (Under new item 56.02.100)	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference
				No change (Under new item 56.02.900)	
56.02	*Continuous filament tow:*				
56.02.100	*Of polyamides*	Free (Under former item 56.02.000)	Free	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference	Free, and a temporary duty of 35%, and, if the f.o.b. price per pound is less than 80·60, an amount per pound equal to the difference
56.02.900	*Of other materials*	No change (Under former item 56.02.000)		Free	Free
59.04	Twine, cordage, ropes and cables, plaited or not:				
59.04.2	Tyre cord as used in the manufacture of pneumatic rubber tyres:				

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.04.290	Of other materials	$0·20 per lb., or, if higher, 20%	$0·175 per lb.	$0·20 per lb., or, if higher, 20%; and a temporary duty of 10%	$0·175 per lb., and a temporary duty of 10%
69.11	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):				
69.11.4	[Tableware of a kind commonly used for domestic purposes, not being goods falling within a preceding sub-item, as follows: dinner sets or services; utility sets or services; tea sets or services; coffee sets or services; cups; saucers; flat plates; deep plates:				
69.11.410	Dinner sets or services; utility sets or services; flat plates; deep plates	30%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	10%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	See under new item 69.11.410	
69.11.490	Other]	30%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	10%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	See under new item 69.11.490	
69.11.4	*Tableware of a kind commonly used for domestic purposes, as follows:* *(a) dinner sets, dinner services, utility sets, utility services, flat plates and deep plates, being sets, services or plates having a f.o.b. price of less than $0·15 per lb.* *(b) tea sets, tea services, coffee sets, coffee services, cups and saucers, being sets, services, cups or saucers having a f.o.b. price of less than $0·30 per lb.*				
69.11.410	*Dinner sets; dinner services; utility sets; utility services; flat plates; deep plates*	See under former item 69.11.410		30%, and a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of $0·15 per lb., less 100% of the f.o.b. price
69.11.490	*Other*	See under former item 69.11.490		30%, and a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of $0·30 per lb., less 100% of the f.o.b. price
69.12	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of pottery other than porcelain or china:				
69.12.5	[Tableware of a kind commonly used for domestic purposes, not being goods falling within a preceding sub-item, as follows: dinner sets or services; utility sets or services; tea sets or services; coffee sets or services; cups; saucers; flat plates; deep plates:				
69.12.510	Dinner sets or services; utility sets or services; flat plates; deep plates	40%, and,except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	17½%; and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	See under new item 69.12.510	
69.12.590	Other]	40%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	17½%, and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	See under new item 69.12.590	
69.12.5	*Tableware of a kind commonly used for domestic purposes, as follows:* *(a) dinner sets, dinner services, utility sets, utility services, flat plates and deep plates, being sets, services or plates having a f.o.b. price of less than $0·15 per lb.* *(b) tea sets, tea services, coffee sets, coffee services, cups and saucers, being sets, services, cups or saucers having a f.o.b. price of less than $0·30 per lb.:*				
69.12.510	*Dinner sets; dinner services; utility sets; utility services; flat plates; deep plates*	See under former item 69.12.510		40%, and a temporary duty of $0·15 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of $0·15 per lb., less 100% of the f.o.b. price
69.12.590	*Other*	See under former item 69.12.590		40%, and a temporary duty of $0·30 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of $0·30 per lb., less 100% of the f.o.b. price
70.20	Glass fibre (including wool), yarns, fabrics, and goods made therefrom:				
70.20.1	Glass fibre (including wool), in bulk, webs or similar forms; sliver; rovings; chopped strand; chopped strand mat:				
70.20.110	[Rovings; chopped strand; chopped strand mat]	30%	20%	30%, or, if higher, $0·12 per lb.	20%, or, if higher, $0·12 per lb., less 10%
70.20.110	*Sliver; rovings; chopped strand; chopped strand mat*	30% (Under former item 70.20.110)	20%	30%, or, if higher $0·12 per lb. (Under new item 70.20.110)	20%, or, if higher, $0·12 per lb., less 10%
70.20.190	[Other]	22½% (Under former item 70.20.190)	12½%	30%, or, if higher, $0·12 per lb. (Under new item 70.20.110)	20%, or, if higher, $0·12 per lb., less 10%
70.20.190	*Other*	22½%	12½%	No change (Under new item 70.20.190)	No change (Under new item 70.20.190)
70.20.2	Yarns; cords and cordage; braids; fabrics:				
70.20.220	Cords and cordage	30%	20%	40%	30%
70.20.230	[Woven fabrics that are not fabrics: of a kind used solely or principally as insect screening; woven from fancy yarns; or woven in Jacquard, dobby or other fancy weaves.	30%, and a temporary duty of 15%	20%, and a temporary duty of 15%	40% (Under new item 70.20.230)	30%

(*Continued on page 1258*)

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AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
70.20.290	Other]	30%	20%	40% (Under new item 70.20.230)	30%
70.20.230	*Braids; woven fabrics that are not fabrics:* *(a) of a kind used solely or principally as insect screening;* *(b) woven from fancy yarns; or* *(c) woven in Jacquard, dobby or other fancy weaves.*	30%, and a temporary duty of 15% (Under former item 70.20.230)	20%, and a temporary duty of 15%	No change (Under new item 70.20.290) 40%	30%
70.20.290	*Other*	30% (Under former item 70.20.290)	20%	30%	20%
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (including such tools for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits:	No change (Under former item 70.20.290)			
82.05.5	Of a kind used solely or principally for working materials other than metals or metallic carbides, not being tools falling within sub-item 82.05.4 and not of a kind used solely or principally with non-mechanical hand tools:				
82.05.510	[Wood-working tools, as follows: bits, boring or drilling; mortice chains, links and guide bars and combined hollow chisels and augers, for use on morticing machines]	7½%	Free	35% (Under new item 82.05.511)	27½%
82.05.51	*Wood-working tools, as follows:* *bits, boring or drilling; mortice chains, links and guide bars and combined hollow chisels and augers, of a kind used solely or principally in morticing machines:*			No change (Under new item 82.05.519)	
82.05.511	*Bits, boring or drilling*	7½% Under former item 82.05.510)	Free	35%	27½%
82.05.519	*Other*	No change (Under former item 82.05.510)		7½%	Free
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (whether charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines:				
84.21.1	Steam or sand blasting machines and similar jet projecting machines; *lubricators;* metal spraying pistols; tile dusting and coating machines; flame guns; artists' air brushes:				
84.21.110	[Steam or sand blasting machines and similar jet projecting machines]	55%	27½%	No change (Under new item 84.21.110)	
84.21.110	*Steam or sand blasting machines and similar jet projecting machines; lubricators*	No change (Under former item 84.21.110)		55%	27½%
84.21.9 84.21.990	*Other* [Other]	27½% Primage 10%	10% Primage 5%	55% (Under new item 84.21.110)	27½%
84.21.990	*Other*	27½% Primage 10% (Under former item 84.21.990)	10% Primage 5%	No change (Under new item 84.21.990)	
84.62 84.62.300	Ball, roller or needle roller bearings: [Steel balls]	12½%	Free	27½% Primage 10%	10% Primage 5%
84.62.300	*Steel balls; needles for roller bearings*	No change (Under former items 84.62.300; 900)		No change (Under new item 84.62.300) 12½%	Free
84.62.400	*Parts for universal joints for propeller shafts, being joints of a kind used in vehicles of a kind falling within sub-item* 87.01.1, 87.02.1 *or* 87.03.9	12½% (Under former item 84.62.900)	Free	37½%	27½%
84.62.900	[Other]	12½%	Free	No change (Under new items 84.62.300; 900) 37½%	27½%
84.62.900	*Other*	No change (Under former item 84.62.900)		(Under new item 84.62.400) 12½%	Free
	After note 8 *to Chapter* 90 *insert the following note:* 9. *The following components are specified for the purposes of sub-item* 90.20.4 *and sub-paragraph* 90.20.911: *(a) tube shields;* *(b) bucky fluoroscopic grids;* *(c) fluorescent screens;* *(d) intensifying screens;* *(e) lead glass protective screens;* *(f) eye localizers;* *(g) tube holders of the shock-proof type for use in deep therapy units.*				
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines (including micrometers, callipers, gauges, measuring rods and balancing machines), being goods not falling within any other item in this Chapter; profile projectors:				
90.16.300	*New sub-item* *Instrument holders*	7½% (Under former item 90.16.190)	Free	55%	27½%
90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:				
90.20.300	X-ray apparatus and accessories [whether imported separately or otherwise], as follows. tube shields; bucky fluoroscopic grids; fluorescent screens; intensifying screens; lead glass protective screens; eye localizers; tube holders of the shock-proof type for use in deep therapy units.	No change		7½%	Free
90.20.400	X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like	30%	22½%	In respect of a component specified in note 9 to this Chapter – 7½%. In respect of the remainder of the goods – 30%	In respect of a component specified in note 9 to this Chapter – Free. In respect of the remainder of the goods – 22½%
90.20.9 90.20.91	Other: Based on the use of X-rays:				

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
90.20.911	For medical purposes	30%	22½%	In respect of a component specified in note 9 to this Chapter – 7½%. In respect of the remainder of the goods – 30%	In respect of a component specified in note 9 to this Chapter – Free. In respect of the remainder of the goods – 22½%
92.06	Percussion musical instruments:				
92.06.1	Drums:				
92.06.190	Other	30%	20%	40%	30%
92.10	Parts and accessories for musical instruments (other than strings), including perforated music rolls and mechanisms for musical boxes; metronomes, tuning forks and pitch pipes of all kinds:				
92.10.3	Parts and accessories for drums:				
92.10.390	Other	30%	20%	40%	30%

UNITED STATES

Flammable Fabrics Act

THE UNITED STATES Federal Trade Commission has announced an amendment to Rule 6 of the rules and regulations under the Flammable Fabrics Act by adding a new paragraph to specify the circumstances and conditions under which certain raised-fibre surfaces of articles of wearing apparel will or will not be subject to the provisions of the Act and delineating the application of the Act to such products.

The Federal Trade Commission has determined that where an article of wearing apparel has a raised fibre surface which is intended for use as a covered or unexposed part of the article, but the article is, because of its construction and design capable of being warn with the raised fibre surface exposed, the raised-fibre surface of the article shall be considered to be an uncovered or exposed part of the article of wearing apparel and therefore subject to the requirements of the Flammable Fabrics Act. An example of this type of product would be athletic shirts or so-called 'sweat shirts' with a raised-fibre inner side.

This amendment comes into effect on January 1, 1968, and will apply to all products manufactured or imported after that date.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 456/457).

Fur Products Labelling Act

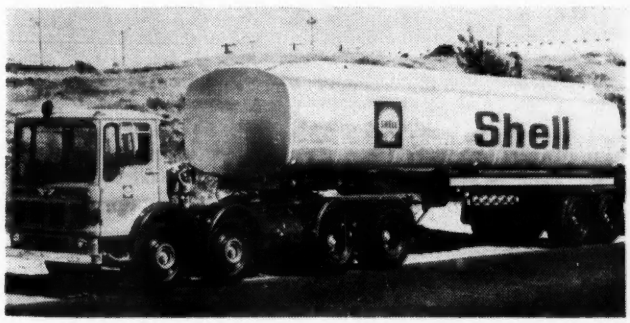
EFFECTIVE FROM May 15, 1967, the Federal Trade Commission has amended the Fur Products Name Guide under the Fur Products Labelling Act by substituting the animal names 'Chinese weasel' and 'Japanese weasel' for animals formerly listed in the name guide as 'China mink' and 'Japanese mink'.

These amendments were made on the basis of the determination that the animals formerly designated in the Name Guide as 'China mink' and 'Japanese mink' are separate and distinct from the animal designated in the Name Guide as 'mink'.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

United Kingdom/Canada double taxation agreement

UNDER THE NEW agreement with Canada which has now come into force, United Kingdom residents are in certain cases entitled to a refund of Canadian non-resident tax paid in 1965 and later years. Under Canadian law, the time limit for claims to a refund of tax withheld from patent royalties and alimony and other maintenance payments paid in 1965 expires on December 31, 1967. Claims relating to these items of income should be made to the Canadian Department of National Revenue on form NR7-R, copies of which can be obtained from the Inspector of Foreign Dividends, New Malden House, 1 Blagden Road, New Malden, Surrey.



AEC Ltd.'s new export trucks and prime movers are just going into operation in Australia. Total orders are worth more than £1 million, and so far 98 chassis have been shipped out. The new range involves vehicles with Ergomatic cabs and increased power from AEC diesel engines. Among the first to appear on the roads is this Shell petroleum tanker. Of 47-feet overall length it shows how up to 8,290 imperial gallons can be carried at once. Hauling it through Western Australia is a Mammoth Major eight-wheel prime mover operating at a gross train weight of 40 tons. Power is from an AV760 six-cylinder diesel engine coupled to a six-speed overdrive gearbox.

PANAMA

Import duty increase

LAW No. 29 was published in the Panamanian *Gaceta Oficial* on February 13, 1967 and is effective 60 days after its publication. The new law states:

'To finance the Regional Vocational Schools a supplementary 1 per cent f.o.b. tax will be added to the existing tariff on all imported merchandise and also on merchandise entering from the Colon Free Zone or the Panama Canal Zone. Medicines, medical equipment and materials for the medical services are exempt from this tax.'

ARGENTINA

Imports of poultry and eggs

ARGENTINE GOVERNMENT DECREE No. 2460, of April 17 authorizes the importation of live and dressed poultry and eggs subject to the following conditions:

(a) *Live poultry*. Should be pedigree or hybrid for reproduction purposes and not less than 90 days old. On arrival in the country they shall be subject to observation in quarantine in the Federal Capital for a period to be determined by the pertinent sanitary authorities but which shall not be less than five days, during which tests shall be carried out to reveal any signs of 'pullorosis', tuberculosis and any others

ARGENTINA, *continued*

which said authorities may consider necessary.

(b) *Dressed fowls.* These shall be processed in authorized establishments and subject to inspection by the pertinent authorities in the country of origin and registered in the approved list at the General Administration of Animal Health of the Secretariat of State for Agriculture and Livestock. In granting this approval the organized body mentioned shall follow the norms and regulations governing authorization, function and inspection of this type of establishment in force in this country. They should be consigned direct to industrial establishments authorized or inspected by the State Secretariat for Agriculture and Livestock whose installations and processes of elaboration offer sufficient sanitary guarantees in the opinion of the pertinent technical departments.

(c) *Eggs for reproduction purposes.* These shall proceed from pedigree or hybrid poultry and shall be consigned direct to incubating plants under the sanitary control of the State Secretariat for Agriculture and Livestock.

(d) *Eggs for consumption.* Shall proceed direct from the producing establishment, where they shall be packed and transported to the point of shipment without having been stored or deposited in premises with eggs or containers of different origin.

In all cases the poultry products whose importation may be authorized shall be covered by an official sanitary certificate issued in the country of origin and visaed by the jurisdictional Argentine Consul, stating that the producing establishment and surrounding area within a radius of 10 kms has been free from infectious disease for the past 60 days, with special reference to Newcastle bronchitis, bird 'monocitosis' and 'listerelosis'. Said certificate should also state that the requirements in each case mentioned in paragraphs (a), (c) and (d) have been complied with. The imports to which paragraphs (b) and (d) refer, should proceed from countries officially declared to be free from Newcastle disease.

The boxes, cases, divisions and any other packaging components shall be new.

The State Secretariat for Agriculture and Livestock shall determine the appropriate disinfection and destruction procedure of boxes, containers and packaging components as also the procedure for disinfection of eggs and their transport conditions to point of destruction, and establish the sanitary control to be carried out at the incubating plants and over the chickens which are hatched.

The only points of entry of imported poultry and eggs shall be the port of Buenos Aires, the International Airport at Ezeiza and the landing field (Aeroparque) in the City of Buenos Aires.

The Animal Health Administration of the State Secretariat for Agriculture and Livestock shall authorize each of the imports referred to in the present decree and may decide prior inspections at points of origin, to be performed by its veterinary officers for the purpose of verifying compliance with the conditions established. With this end in view interested parties should submit applications to the General Administration referred to not less than 15 days prior to the date of shipment.

CHILE

Suspension of duties

HM EMBASSY at Santiago report that by Decree No. 510 of April 13 customs duties and *ad valorem* charges on the following items (when imported by the steel industry) have been suspended until December 31, 1967:

Tariff No.	Item
79.01.01.00	Zinc
69.02.00.00	Refractory bricks, tiles, paving tiles and the like
80.01.01.00	Tin
25.19.01.00	Calcined magnesite
84.44.80.00	Rolls for rolling mills
27.01.01.00	Bituminous coal
25.18.01.00	Crude dolomite
25.18.02.00	Fritted or calcined dolomite

Motor vehicles

BY DECREE No. 328 of April 15 the Chilean *ad valorem* taxes on motor vehicles for passenger transport when imported into the Arica zone were increased. These are now:

405 per cent of the c.i.f. value on vehicles costing up to US $1,200, and

440 per cent of the c.i.f. value on vehicles costing more than US $1,200.

Reduction in duties

BY DECREE No. 552 of April 19 the Chilean *ad valorem* charge on polyamides (Tariff No. 39.01.03.03) was reduced to 25 per cent, effective until June 30, 1967.

GRENADA

Customs tariff changes

THE CUSTOMS DUTIES (Amendment) Ordinance, 1967, amends the Grenada Customs Tariff in the following manner:

(i) by the substitution of the rates 2½ per cent and 10 per cent for the rates 15 per cent and 22½ per cent as the Preferential and General rates of duty on the following items:

735-01 – Combat vessels of all sizes, including submarines and landing craft,

735-02 – Ships and boats of gross tonnage exceeding 250 tons (not including combat vessels) and

735-09 (1-4) – Ships and boats, n.e.s. and

(ii) by the addition of the following proviso in respect of the above-mentioned items:

'Provided that there shall be payable the additional duty of 2½ per cent on any amount in excess of a value of E.C. $50,000.00 for any of the before-mentioned items.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Mr. M. Selver (right), a fitter with the Bahamas Electricity Corporation, and Mr. T. D. Williams, works superintendent at the Caerphilly factory of South Wales Switchgear Limited, examining two 5MVA 33kV power transformers, produced at the Caerphilly works, leaving for Nassau. Mr. Selver is at present spending eight weeks training period with the company, before returning to the Bahamas. The transformers form part of an order for extensive additions to the 33kV installations on the island of New Providence.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Advertisement of Company Meeting

LONRHO LIMITED

Review of Operations - 1966

THE FOLLOWING are extracts from the annual report of Lonrho Limited which was issued on May 2.

Financial Results.—The profit of the Group for the year ended September, 1966 amounted to £3,055,840 before deducting taxation and minority interests. Dividends totalled 1s. 1½d. per 5s. share, equivalent to 22½ per cent for the year. In the light of the increased profitability of overseas operations, application was made to The Treasury, under the terms of the Prices and Incomes Act, 1966, for approval of the payment of an increased rate of dividend; approval was refused.

Capital.—In order to bring the issued capital more into line with the actual capital employed in the business, it is proposed to capitalize reserves to the extent of £1,930,070, to pay up in full 7,720,278 shares of 5s. each and to issue these new shares to members on the basis of one new share for each existing share held on June 2, 1967.

Coal.—The collieries owned by Tweefontein United Collieries Limited and Witbank Consolidated Coal Mines Limited in the Witbank district of the Transvaal sold 2,033,000 tons of coal in the 12 months to September, 1966. Working profit on coal amounted to £309,988.

Gold.—Coronation Syndicate, Limited controls the Group's gold mining interests. Gold production totalled 88,286 fine ounces for the year and total ore reserves continued to increase rising from 627,000 tons in 1965 to 732,000 tons in September, 1966; while the average value remained unchanged at 8 dwt. per ton, the gross gold content in the reserves increased by over 41,000 ounces. The resultant working profit from the mines totalled £396,044 which is virtually unchanged from the figure for the previous year.

Ranching.—On ranches owned by Willoughby's Consolidated Company Limited and by Lonrho Limited a total of 45,525 head of cattle were held at September 30, 1966; these are included in the consolidated balance sheet at £269,024, being the standard values for tax purposes. A total of 7,672 head were sold, resulting in a gross revenue of £261,971. Average selling price at £34 per head was the best on record and the Group profit on ranching for the year amounted to £126,883 as compared with £86,072 in the previous year.

Plantations.—The tea crop in the year to September, 1966 was a record when 3,122,000 lbs. were produced by the factories in Malawi of The Central Africa Company Limited; this showed an increase of over 41 per cent on the figure for the previous year. Sales of 3,049,648 lbs. were effected at an average price of 35.8d. per lb., being 1.3d. higher than in 1965.

Sugar.—Particulars were given in last year's report of the formation of a wholly-owned subsidiary, The Sugar Corporation of Malawi Limited ('Sucoma'), and the development of an 11,000 acre estate in the Lower Shire Valley in Southern Malawi. Already, 4,300 acres are under spray irrigation and the factory on the estate was completed and went into production during the last week of August, 1966.

Motor Trade.—Through a number of subsidiaries registered in central and east Africa, the Group sold passenger and commercial vehicles in the past financial year to the value of £15 million. A considerable business is conducted by the Consolidated Motors group of subsidiaries in spare parts and accessories, both wholesale and retail for most makes of cars and commercial vehicles. This business continues to be expanded. The Group operating profits from the motor businesses increased to £653,159 in the financial year ended September, 1966, as compared with £410,094 in the previous year.

Breweries.—Heinrich's Syndicate Limited, with its headquarters at Kitwe and breweries in many other towns of Zambia, increased its sales of the popular 'Chibuku' beer, which has high nutritional qualities and is brewed from locally grown grain. By agreement with the Swaziland Government and the Swazi nation, a brewery has been erected at Matsapa and a new company named Heinrich's Swaziland Breweries Limited will supply a 'Chibuku' type of traditional beer throughout the whole of Swaziland.

Matches.—The local manufacture of matches, a pioneer industry in Zambia, was commenced in May, 1966 by the African Match Company Limited. The factory at Kitwe has had its teething troubles, but is now producing some 5½ million boxes monthly and will shortly be supplying the whole of Zambia's requirements. A loss was incurred in 1966 but this subsidiary should be profit earning in the current year.

Copies of the full annual report may be obtained from the Registrar, Lonrho Ltd., Cheapside House, London, E.C.2.

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* SWINGING FLAIL CUTTING UNIT

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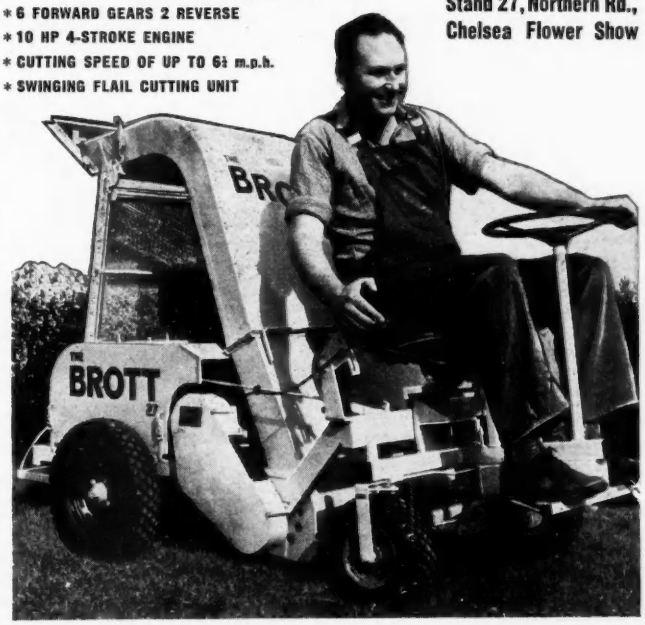

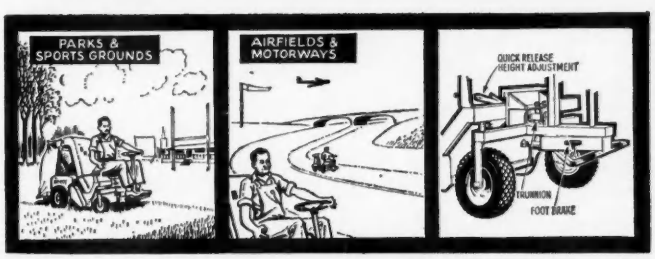

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COSTA RICA

Consumption tax

BY DECREE No. 26 published in the Costa Rican *Official Gazette* of March 31, 1967, and effective from the same date, the consumption tax has been increased on certain goods and a tax has been imposed on a number of new items.

Tariff No.	Product	Consumption Tax
732.01.02	Motor cars:	
	Up to 600 kilogrammes	c 4,870 each
	Up to 800 kilogrammes	c 6,674 each
	Up to 1,000 kilogrammes	c 9,283 each
	Up to 1,200 kilogrammes	c11,134 each
	Up to 1,400 kilogrammes	c13,580 each
	Up to 1,650 kilogrammes	c16,005 each
	Over 1,650 kilogrammes	c24,500 each
732.01.01	'Rural' vehicles	c 3,000 each
721.04.01	Television receivers:	
	Portable and table sets up to 14 in.	c 248 each
	Portable and table sets up to 19 in.	c 318 each
	Portable and table sets over 19 in.	c 414 each
	Console sets up to 19 in.	c 601 each
	Console sets over 19 in.	c 718 each
732.02.00	Mopeds, motorcycles and motor scooters:	
	Up to 55 c.c.	c 295 each
	55 to 105 c.c.	c 476 each
	105 to 155 c.c.	c 670 each
	Over 155 c.c.	c 825 each
	Refrigerators and freezers:	
	Up to 5 cu. ft.	c 269 each
	5 to 7·5 cu. ft.	c 622 each
	7·5 to 10 cu. ft.	c 671 each
	Over 10 cu. ft.	c 1,145 each
053.04.03	Natural fruit concentrates (squashes)	10%
551.02.00.09	Synthetic concentrates (squashes) with flavour imitating fruits	10%
053.04.02	Fruit juices (except those made with Costa Rican fruits)	10%
642.01.01	Paper bags	10%
699.07.01.99	Bolts and washers of base metal	10%
699.21.03	Metal storage containers	10%
699.21.02	Tanks and other containers	10%
699.21.03	Barrels, tanks, etc.	10%
899.13.02	Brushes	10%
892.09.04	Cards for statisical and accounting machines	10%
641.01.02	Cardboard office files	10%
699.21.05	Lead, tin, aluminium, etc., tubes for pomades, ointments and creams	10%
689.01.00	Base metal wire	10%
681.12.00		
699.07.01.01	Fencing staples	10%
656.01.00.01	Jute sacks	10%
699.06.02	Wire mesh	10%
699.05.03		
699.08.02	Metal hairpins	10%
641.01.02	Cardboard boxes	10%
812.02.01	Ceramic sanitary goods and accessories	10%
812.02.02		
721.13.00	Coated wire	10%
899.11.02	Plastic material for containers	10%
533.03.01	Paints, enamels, lacquers and varnishes	10%
533.03.02		
552.01 06	Toothpaste and dental creams	10%
552.02.01	Toilet soap	10%
073.61.01	Sweets and chocolate products	10%
841.03	Blouses (outerwear)	10%
841.05		
841.02	Underwear	10%
841.04.05		
552.02.03	Detergents	13%
512.09.02		
642.01.02	Paperboard boxes	15%
699.14	Domestic articles of aluminium	15%
655.04.02.09	Waterproofing materials	15%
899.11	Articles of plastic	15%
899.11.03.09	Plastic foam	15%
899.11.03.09	Plastic sponges	15%
699.02.01	Aluminium doors, windows and shutters	15%
625	Cotton piece-goods	15%
681.07.02	Galvanized plates and sheets	15%
641.07.04	Roofing sheets (paperboard and asbestos)	15%
661.07.00	Asbestos sheets	15%
699.29.01.01	Springs and metal springs for furniture (except springs for	
699.29.01.09	rotating and inclining chairs)	15%
699.29.15	Steel wool	15%
642.09.02	Carbon paper cut to size	15%
642.09.07	Paper and paperboard cups	15%
048.04.05	'Cachitos' of corn and cheese	15%
899.05.01	Buttons	15%
841.19.04	Handkerchiefs	15%
841.01.01.09	Socks	15%
653.05.01	Rayon piece-goods	15%
653.05.02		
653.05.03		
642.02.01	Paper envelopes	15%
899.17.03	Paper clips	15%
821.02.02	Metal furniture	15%
821.02.03		
552.03.01	Wax polish	20%
654.04	Passementerie	20%
831.01.01.01	Suitaces, trunks and the like (leather)	20%
899.16.01	Ball-point pens	20%
899.17.08	Typewriter ribbons	20%
721.19.02	Electric accumulators (except primary cells)	20%
841.01	Ladies' stockings (except nylons)	20%
841.01.02.09	Nylon stockings (other)	20%
666.02.00	Earthenware crockery	20%
552.01	Perfumery and cosmetic products and other toilet preparations	20%
621.01.04.04	Sheets of hardened rubber	20%
841.09.01	Ladies' underwear (except cotton)	20%
821.09.01	Mattresses	20%
062.01.02	Table jellies	20%
841.07.02	Plastic raincoats	20%
812.04.04.01	Fluorescent and incandescent lamps	20%
841.05	Sweaters	20%
841.03		
899.99.06	Zip fasteners	20%
699.29.06.01	Crown corks	20%
892.09.08	Printed forms	20%
721.12.03	Liquidizers	25%
899.03.02	Umbrellas and sunshades	25%
831.02.01	Leather wallets	25%
831.01.01.09	Suitcases, trunks and the like (other than leather)	25%
666.03.00.01	Porcelain crockery	25%
699.03.00	Iron, wire and steel cables	25%
899.11.03.09	Plastic heels	25%
831.02.03	Plastic wallets	25%
—	Decorative glassware, crockery and vases	25%
841.01.02.01	Nylon stockings	25%
112.02.00	Fruit wines (except wines made by fermenting fresh Costa Rican fruit)	25%
663.06.01	Marble goods (from outside Central America)	25%
732.06.00.01	Car bodies and parts	25%
721.04.01	Radios, radiograms and record players	25%
891.01.01		

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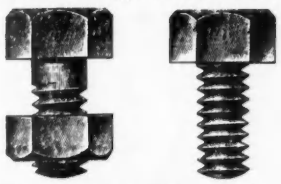

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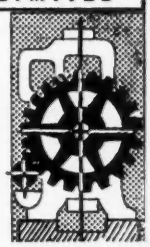

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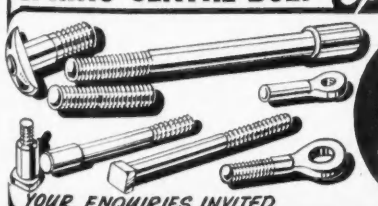

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Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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